

MAY 18 1921

# AMERICAN ARTISAN and Hardware Record

Vol. 81. No. 20.

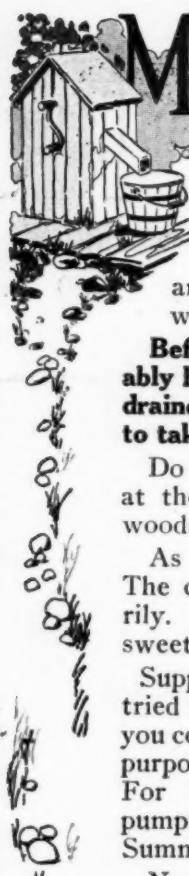
620 SOUTH MICHIGAN AVENUE, CHICAGO, MAY 14, 1921.

\$2.00 Per Year.



Armco Rust Resisting Ingot Iron Sheets Add Quality to Any Job

## Just Explain to Him About Getting Rid of the COLD Air



**M**OST customers regard the faithful furnace as nothing more nor less than a producer of warm air. And they suppose that it injects, or forces, this warmth into every room in their home.

Yet modern heating experts tell quite a different story; and, upon a moment's thought, you will see they are correct. It is this:

**Before any room can be comfortably heated, the cold air in it must be drained away, permitting warm air to take its place.**

Do you remember the chain pump at the old well in the edge of the woods?

As a boy, you turned the handle. The chain and buckets clicked merrily. And soon the water, cold and sweet, came gushing out.

Suppose, for a moment, that you had tried to get **warm air into** the well—you could not have accomplished your purpose so easily in any other way. For the instant you commenced pumping water out, the warm, moist Summer atmosphere began to filter in.

Now cold air in a room is, in many respects, somewhat like the cold water in the well.

Volume for volume, it **weighs more** than warm air, consequently **always sinks to the floor**.

Furthermore, it is an **excellent insulator and non-conductor of heat**. If allowed to remain on the floor, cold air keeps the floor cold; and it **stays cold itself**, regardless of how hard you may try to force warm air into the room with it.

The tremendous heating power of every RENOWN PIPELESS SYSTEM is due to the fact that it possesses an **insatiable appetite for cold air**. The cold air blanket on the floor of every room is therefore soon removed, and carried bodily to the furnace for heating.

Immediately throughout the entire house, warm, moist air **irresistibly takes its place**.

It's as simple as drinking from a goblet.

When the fire is built in a RENOWN FURNACE a constant demand for cold air is created, which is not satisfied until **all** cold air has been drawn from **every** room in the house not entirely shut off.

With the cold air "on the move" in your customer's home, the house heats itself—in every corner—as easily and naturally as in June.

Your prospect will appreciate the above explanation of the principles of the RENOWN Pipeless Furnace. For our liberal dealer's proposition address 1001 Bradley Street.



SMOKE-CONSUMING FURNACE

### A Few Worth While RENOWN FEATURES Every Customer Appreciates

**A Hot Blast Construction** which really saves one-quarter to one-third the fuel bill.

**An Automatic Heat Regulator** which is actually fool-proof.

**A Radiator** which **cleans itself**.

**An unusually large combustion chamber** with tremendous heating power.

**A large water-tight Ash Pit** which permits sprinkling. Keeps the house free from dust and ashes.

The RENOWN comes both Pipe and Pipeless in a size for every need.



HEATING & COOKING  
**STOVES**

**RENOWN**

PIPE & PIPELESS  
**FURNACES**

INDEPENDENT STOVE CO. OWOSO, MICH., U.S.A.

FOUNDED 1880  
BY  
DANIEL STERN  
Thoroughly Covers  
The Hardware, Stove,  
Sheet Metal, and Warm  
Air Heating and Venti-  
lating Interests

# AMERICAN ARTISAN and Hardware Record

PUBLISHED EVERY SATURDAY BY ESTATE OF DANIEL STERN

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Vol. 81. No. 20.

CHICAGO, MAY 14, 1921.

\$2.00 Per Year.

There is an obvious lesson both for manufacturers and retailers in the results of a house-to-house canvass made

**Retailer's Acceptance** in a representative section of Chicago. Thirty thousand families were visited and were asked the question, "Why do you buy what you buy?" It was found that fifty-five per cent bought on the advice of retailers. In other words, more than one-half of the people have such confidence in the judgment and experience of the retailer that they buy goods on his recommendation without reference to other influences.

The significance of this fact for the manufacturer is that his first effort to reach fifty-five per cent of the consumers of his product should be to gain the dealer's acceptance. He must convince the retailer of the merits of his goods, of their adaptability to the requirements of his trade, and of the service and satisfaction which they will give his customers.

For the accomplishment of this purpose, the trade journal is the logical and most efficient instrumentality. Just as fifty-five per cent of the people rely upon the retailer for advice in buying, so an equal if not greater percentage of retailers depend upon their trade journal for the information and suggestions which guide them in their choice of commodities.

Thirty-six per cent of the thirty thousand families referred to, bought as a result of local and national advertising. Here again, the advice of the retailer was a cogent factor, because buying as a consequence of local advertising is, in reality, buying on the advice of the local advertiser who, in most cases, is the retailer.

Simmering the whole thing down to its essence, advertising is the ultimate influence in buying. The fifty-five per cent who bought on the advice of the retailer bought

because the retailer had been induced to buy from the manufacturer through advertising of some form or other.

\* \* \* \* \*

In Joliet, Illinois, the foundation for one of the largest department stores in the state

**Circumstances** outside of Chicago was laid by a young fellow, some —Who Makes thirty years ago, with a small Them? stock of housekeeping utensils; the yearly business of this store runs well beyond the million dollar mark.

The same man is still the guiding head. He started with a few hundred dollars and no credit.

There are stores in Joliet which were in operation thirty years ago with similar stocks. They were doing business in the same locality, with the same people.

Today they are little if any better off than they were in 1890.

In a certain town in Minnesota the two hardware stores failed to sell a single kitchen range from October, 1920, to April, 1921. People wouldn't buy ranges. Hadn't the money to pay for them. So the hardware dealers said.

A range peddler unloaded a carload of high priced ranges early in April, and inside of three weeks had disposed of the entire lot, to the very same people who "would not buy"—and his prices were at least as high as those of the local dealers.

A hardware dealer in a manufacturing city of eastern Iowa sold out his entire stock of stoves and ranges—having only eight left out of a total of three carloads, on January 1, 1921, when he took inventory.

Three blocks away, another hardware dealer, whose line of stoves and ranges was just as good, had more than half of his stock left on that date.

Address all communications and remittances to  
AMERICAN ARTISAN  
AND  
HARDWARE RECORD  
620 South Michigan Avenue  
Chicago, Illinois

In Milwaukee one of the hardware stores doubled its sales of electrical household appliances during January, 1921, although more than fifty per cent of the industrial workers were unemployed.

In Whitestown, Indiana, a town of about 600 people, a hardware dealer sold eighteen high priced ranges in December, 1920, although farmers were supposed to be unwilling to buy because of the low prices for corn and hogs.

In West Plains, Missouri, a hardware dealer had a bigger sale of fencing wire and farm implements in March, 1921, than he has ever had, in spite of the fact that people said that farmers could not and would not buy.

In Toledo, Iowa, 27 electric washing machines were sold by a merchant in three weeks during March, 1921. The town is not even on a railroad.

The circumstances under which all these incidents took place were no better for the merchants who made a success than for their local competitors who did not go ahead.

The first group made the circumstances fit their case, while the other group simply said that "people will not buy," and blamed conditions for their lack of progress.

Napoleon the Great is said to have remarked on an occasion when the question came up as to whether certain circumstances were favorable or not toward the success of a move that he wanted to make:

"Circumstances—I make them."

If you can't "make" circumstances, you can at least make a real effort to find the buyers for your washing machines, your ranges, your refrigerators, your hammers, your saws, your tools of all sorts, your household utensils and appliances that exist in your community.

And you will find many more than you may think at this time are able and willing to buy and pay for your merchandise.

\* \* \* \* \*

Out of the primary instinct of self-preservation has grown by the slow process of ages the doctrine of cooperation.

**Profit from Cooperation** Essentially, cooperation is part of self-preservation. Reason has proved that self-development is more richly achieved through collective than through isolated effort. Leaving aside, therefore, all motives of altruism,

it is better for the individual to work with others of his craft or business for a common good in which he participates than to struggle alone to achieve the same result.

The advisability of cooperation was clearly set forth by W. D. Biggers at the joint session of the Southern Hardware Jobbers' Association and the American Hardware Manufacturers' Association, Wednesday, May 11th, in Atlantic City, New Jersey, an account of which is published elsewhere in the present issue of American Artisan and Hardware Record.

Mr. Biggers declared that "this is a time when manufacturers must coordinate their interests with wholesalers by working more closely together than ever before.

"This is a time when wholesalers must cooperate to the fullest extent with retailers by the suggestion of better selling methods. Showing a merchant how to sell more is to show him how to buy more.

"There is a growing spirit of cooperation," he added, "that is based on the sound belief that anything that helps business as a whole is a direct benefit to everyone connected with business. We must remember that no contract is successful unless both parties are benefited."

\* \* \* \* \*

There would not be room enough on any part of earth to plant a grain of corn, if there were no funerals. Supposing

**Gloom and Grouchiness** that every human being born since the beginning of the race were still alive, there would not be space enough between one man and his neighbor to sharpen a lead pencil. But what is the use in spending half your time thinking about these dismal facts? You can be as melancholy as a gib cat and wear a woe-begone expression if you turn your thoughts to the contemplation of death, murder, suicide, famine, treachery, and meanness.

There is no excuse for gloom or grouchiness. The world is full of pleasant things, of alluring delights which strengthen character and spread happiness. It is better for your health and peace of mind, better for your business, and better for your neighbors and customers that you cultivate a cheerful spirit and thus help all get joy out of life than to think and talk about the disagreeable things of existence.

## Random Notes and Sketches

By Sidney Arnold

On a recent trip through St. Louis I spent a very pleasant day with Loyd Scruggs, President of the

Copper-Clad Malleable Range Company of that thriving suburb of Chicago, and I had the pleasure of inspecting the beautiful and convenient offices and the efficiently arranged factory of his organization.

While in his office, a little card forced itself upon my attention.

This was the text on it:

"Don't lose a customer."

On every desk there was a duplicate of this card, and if I had my way I would have one of these cards in every hardware store and sheet metal shop of the country—in fact, in every business place.

Just think what these four words imply.

For one thing, they mean, "treat every prospective or present customer in such a manner that he will feel thoroughly convinced that you are doing everything in your power to have him satisfied—that you want to serve him in just the way that is best."

Again, if you had made a mistake and hated to admit it, and then saw this motto, would it not tend to make you change your mind and own up that you were wrong?

"Don't lose a customer."

That means—treat everybody square—and being on the square is one of the principal foundation stones for the building we call success.

I believe Loyd Scruggs lives up to his motto, for he certainly has built up a wonderful organization with a fine *esprit du corps*.

\* \* \*

A fellow about town did a little work for my friend Blair A. Quick, President Jobbers' and Salesmen's Auxiliary to the Iowa Sheet Metal Contractors' Association, Des Moines, Iowa, and was paid by a check to his order.

A few days later he said in a hardware store:

"I do not believe Quick is worth anything like what people say he is, for the bank would not cash his check until I endorsed it."

\* \* \*

You can't be too careful in the use and connecting up of words in your advertisements and business correspondence, says my friend W. P. Cooke of Monroe Foundry & Furnace Company, Monroe, Michigan.

He sends me the subjoined example of a double meaning in a simple sentence:

"Ma, did you ever hear a rabbit bark?"



Loyd Scruggs

"Rabbits don't bark, dear."

"That's funny! My story-book says that rabbits eat cabbage and bark."

\* \* \*

Ruth Eleanore is about four months old. She is the daughter of A. C. Marsh, president Marsh Lumber Company, Dover, Ohio, and the object of worship of her uncle H. E. Marsh, manager of sales of the Company.

She has a remarkably serene disposition. Once in a while, however, she finds it necessary to assert herself in decisive tones.

On such an occasion recently, one of the Marsh relatives was visiting Ruth Eleanore with her little girl.

The latter suddenly remarked:

"Say, mama, was baby sent down from heaven?"

"Why, yes,"

"Um. They like to have it quiet up there, don't they?"

\* \* \*

All the "bulls" are not perpetrated by Irishmen, according to my friend L. K. Wynn of the Black Silk Stove Polish Works, Sterling, Illinois.

He tells of an English lecturer who, in recapitulating his address, said:

"Yes, my friends, in China human life is considered of very little value. Indeed, if a wealthy Chinaman is condemned to death he can easily hire another to die for him. In fact, many poor fellows get their living by acting as substitutes."

\* \* \*

Arthur J. Scott of Marine City, Michigan, Secretary Michigan Retail Hardware Association, was in a jeweler's shop not long ago, getting his watch repaired.

While he was there, a farmer came in and said to the jeweler:

"I want a pair of earrings, cheap, but pretty."

"Yes, sir," said the jeweler; "you want something loud, I suppose?"

"Well, I don't mind if one of them is a little loud," replied the farmer. "My girl is slightly deaf in one ear."

\* \* \*

During her lifetime, Ella Wheeler Wilcox did more to help common folk to a larger measure of happiness than all the ambassadors of the world's diplomatic service. More vital than the entire sum of the philosophies and preachments are the simple suggestions of her verse, entitled:

### A Morning Thought.

Let me today do something that shall take  
A little sadness from the world's vast store,  
And may I be so favored as to make  
Of joy's too scanty sum a little more.

Let me not hurt by any selfish deed  
Or thoughtless word, the heart of foe or friend;  
Nor would I pass, unseeing, worthy need,  
Or sin by silence when I should defend.

However meager be my worldly wealth,  
Let me give something that shall aid my kind,  
A word of courage, or a thought of health,  
Dropped as I pass for troubled hearts to find.

Let me tonight look back across the span  
Twixt dawn and dark, and to my conscience say—  
Because of some good act to beast or man—  
"The world is better that I lived today."

## *Thirty-sixth Annual Convention of Stove Founders' National Defense Association Is Held in New York.*

*Adoption of the Principle of Arbitration Has Been Justified by Almost a Third of a Century of Industrial Peace and Good Will.*

The best proof of the high regard in which the Stove Founders' National Defense Association is held by its members is shown by the uncommonly large attendance at the Thirty-Sixth Annual Convention of that organization held May 10, 1921, in Hotel Astor, New York City.



George Mitchell, Re-elected President Stove Founders' National Defense Association.

The Association was formed, among other things, for the purpose of dealing with economic problems common to the stove interests, with special reference to questions of labor.

Thirty years ago the Stove Founders' National Defense Association inaugurated a system of yearly conferences with the International Molders' Union of North America. These conferences were, in effect, tribunals for the calm and dispassionate discussion and settlement of controversies and problems arising in the shops.

So fair was the spirit which developed through the yearly conferences that the agreements reached were accepted and carried into effect with practically no friction of any importance. The result has been that for thirty years the members of the Stove Founders' National Defense Association have been free from serious labor disturbances.

The first resolution of the first conference held in 1891 declared that its purpose was to cultivate "a more intimate knowledge of each other and of their methods, aims, and objects believing that thereby friendly regard and respect may be engendered and such agreements reached as will dispel all inimical sentiments preventing further strife, and promote the material and moral

interest of all parties concerned." The adoption of the principle of arbitration and its practical operation during these thirty years are achievements of which the Stove Founders' National Defense Association is justly proud.

This year's convention in Hotel Astor, New York City, was in the nature of an executive session. The business transacted, therefore, was of interest more directly to the members of the Association than to the trade at large.

The important fact is that the Association held this meeting, that its members were loyal to its purpose and to the upbuilding of the stove industry, and that they are more enthusiastic than ever in maintaining the high standard of ethics which thirty-six years of experience have demonstrated to be sound, just, and helpful to all concerned.

All the officers were re-elected. Their administration of the affairs of the association has been so satisfactory that the members decided, without a dissenting vote, to honor them with their suffrage for the coming year. The roster of the officers of the Stove Founders' National Defense Association, therefore, remains the same as that of last year. It is as follows:



Robert W. Sloan, Re-elected Secretary Stove Founders' National Defense Association.

President: GEORGE MITCHELL of the Pittston Stove Company, Pittston, Pennsylvania;

First Vice-president: JOSEPH L. ANTHONY of the Weir Stove Company, Taunton, Massachusetts;

Second Vice-president: LEWIS MOORE, of Moore Brothers Company, Joliet, Illinois;

Treasurer: WILLIAM DWYER of the Art Stove Company, Detroit, Michigan;

Secretary: ROBERT W. SLOAN, Pittston, Pennsylvania.

#### General Executive Committee.

GEORGE MITCHELL, Pittston, Pennsylvania; JOSEPH L. ANTHONY, Taunton, Massachusetts; LEWIS MOORE, Joliet, Illinois; WILLIAM A. DWYER, Detroit, Michigan; RICHARD E. WARNER, Taunton, Massachusetts; D. RAIT RICHARDSON, New York City. JAMES MITCHELL, Cleveland, Ohio; LEE W. VAN CLEAVE, St. Louis, Missouri; WILLIAM T. BARBOUR, Detroit, Michigan.

The following district committees were chosen to supervise the local interests in their respective purpose under the administration of the Association:

#### First District.

JOSEPH L. ANTHONY, Taunton, Massachusetts; ARTHUR W. WALKER, Boston, Massachusetts; RICHARD E. WARNER, Taunton, Massachusetts; J. P. BARSTOW, Providence, Rhode Island; F. M. LAWRENCE, Portland, Maine.

#### Second District.

J. A. LANSING, Scranton, Pennsylvania; EDWIN F. HILL, Peekskill, New York; FRANK N. BRAYER, Rochester, New York; PAUL BROOKE, Royersford, Pennsylvania; W. M. JONES, Richmond, Virginia.

#### Third District.

GEORGE H. BARBOUR, Detroit, Michigan; JOHN M. DWYER, Detroit, Michigan; W. T. BARBOUR, Detroit, Michigan; LAZARD KAHN, Hamilton, Ohio; H. J. KARGES, Evansville, Indiana.

#### Fourth District.

N. H. BURT, Leavenworth, Kansas; LEE W. VAN CLEAVE, St. Louis, Missouri; LEWIS MOORE, Joliet, Illinois; GEORGE D. WILKINSON, Chicago, Illinois; T. P. CASTLE, Quincy, Illinois.

The general attitude of those in attendance at the convention was one of confidence in America's power of recuperation. With no exceptions the members were unanimous in the opinion that the stove industry is about to enter upon an era of prosperity and goodwill, equal to the most satisfying period in the history of the organization.

### Co-operative Foundry Company Issues Helpful Catalogue.

The fifty-second annual catalogue of the Co-operative Foundry Company, Rochester, New York, describes the "Red Cross" Stoves and Ranges and the "Red Cross" Bermuda, Ajax, and Empire warm air heaters.

In connection with each product the chief selling merits are briefly but convincingly set forth.

On page 18 of the new catalogue, the advantages of the two-fuel, single oven Red Cross Range are graphically expressed by means of a diagram illustrated in two colors.

The section devoted to warm air heaters gives com-

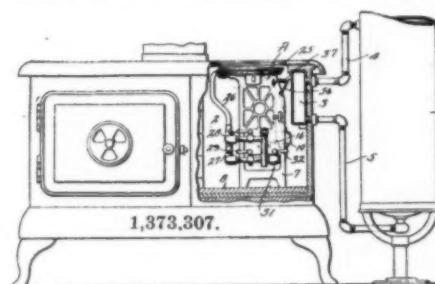
prehensive tables of dimensions and capacities of the various types of warm air heaters made by the Co-operative Foundry Company.

The concluding pages contain directions for operating stoves, issued by the National Association of Stove Manufacturers, and an instructive synopsis of rules regarding chimneys and drafts.

Copies of this helpful catalogue, which is artistically bound in black, red, and gold, may be obtained by applying to the Co-operative Foundry Company, Rochester, New York.

### Obtains United States Patent Rights for Gas Heater.

Henry B. Dallimore, Brooklyn, New York, has obtained United States patent rights, under number 1,373,307, for a gas heater described as follows:



The combination with a range having a water back in its fire box, of a gas heater in the fire box, burner nozzles on one side of the heater, and a hinged plate carried by the heater and constructed to control the heat to direct the same against the water back.

### Stove Company Is Incorporated.

Turnit Oven Company has been incorporated with a capital of \$150,000 to manufacture stoves, ranges, etc., by T. L. Croteau, C. L. Rimlinger, S. E. Dill, all of Wilmington, Delaware.

### General Opinion Is That it Is Safe to Buy Stoves Now.

Many considerations, based upon accurate analysis of conditions, are presented which warrant the general opinion in the trade that now is a safe time to buy stoves.

The reductions which have been made in the wages of stove molders may be said definitely to settle labor cost for the rest of the year.

In other words, this is one of the primary costs of production which is stabilized with a degree of certainty which has already reacted favorably upon other factors of the industry.

It is, therefore, reasonably sure that no further price recessions can take place as a consequence of additional wage reductions, because the present wage agreement is operative until the first of next January.

Moreover, it is known that overhead expenses in the stove industry have been trimmed to the bone.

Consequently, there is no likelihood of any more economies in this regard which would permit further decrease in prices.

The stove dealer who wants to quicken his business by intensive selling methods, must have stoves to sell—and he must have ample stocks to meet the demand resulting from such intensive selling methods. It is safe for him to buy now.

# *Convention of the National Association of Stove Manufacturers Celebrates Half Century of Service.*

*President Lee W. Van Cleave Declares that the Prospects Are Encouraging for a Fair Amount of Stove Business This Year.*

Unusual significance attaches to the convention of the National Association of Stove Manufacturers, held May 11 and 12, 1921, in Hotel Astor, New York City, because it was the fiftieth annual meeting of the organization and marked the culmination of one-half a century of constructive service in the interests of the stove trade of America.

The dominant spirit of the meeting is best expressed in the single word fellowship, because fellowship implies not only good feeling and fraternity, but cheerful service as well.

After the calling of the roll, reading of the minutes of previous meeting, and election of new members, came the reports of the officers.

The address of the President Lee W. Van Cleave pays particular attention to the necessity for orderly readjustment of our economic affairs. The salient paragraphs of his speech are as follows:

**Extracts from Address of President Lee W. Van Cleave to Convention of National Association of Stove Manufacturers, May 11th, in Hotel Astor, New York City.**

"Our meeting today is the Fiftieth Meeting of this Association. It is a source of great satisfaction to your

"This Association is established for the purpose of obtaining full information of the statistics and conditions of the stove trade of this country; to promote the frequent interchange of ideas among its members in reference to the manufacture and commercial disposal of stoves; and to secure, by lawful methods, harmonious action in all matters pertaining to the best interest and welfare of the stove industry.

"This, gentlemen, is a worthy object and one which has been carefully and harmoniously followed for a half century. It is my sincere wish that the next half century will continue the progress and that much good will be developed for the industry.

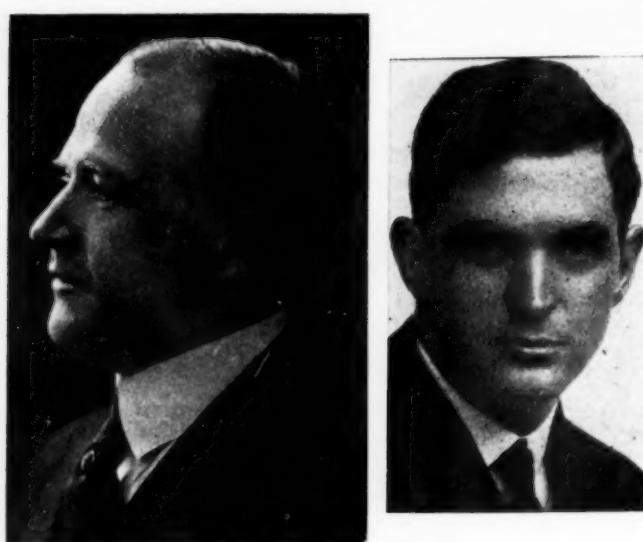
"After going through the strenuous years, and being confronted with the trade situation that is now before us, every manufacturer will recognize the benefits of cooperative efforts and the advantages of an organization in which the collective judgment of our members will be able to speak and act on the issues which will be presented to us.

"I have attended the meetings of the Southern Association, the Western Central Stove Association and the regular meeting of the Chamber of Commerce of the United States recently, and from all of these meetings, I cannot help but draw the conclusion that the business of this country is fundamentally sound and that before this year is out that we, as stove manufacturers, will have realized a nice volume for the year. Orders are going to be very slow materializing which will mean that we will have to increase production during the latter months of the year, providing we realize our hopes of a good volume for the year 1921.

"I am taking the liberty of quoting a few paragraphs from a letter received from Mr. Lazard Kahn a short time ago which I think are very pertinent and to the point with reference to business conditions at the present time, as follows:

"Economic, industrial, political and social conditions which have arisen since the close of the European War, and nowhere so acutely as in our own country, have logically created and emphasized anew, a demand for genuine cooperation by the units composing any industry. In future, unless all signs fail, individuals and industries, which do not adopt such cooperation, are, in my humble opinion, headed towards inevitable decline, if not financial ruin.

"I have been recently amazed, for example, at the present staggering averages of disbursements by individual companies, first, for so-called overhead costs, which, of course, include supervision, interest, advertising, charity, taxes, etc. Second—by the comparatively paltry volume of average annual sales and net profits. In the last analysis, the consumer pays for such excess costs, and in an unmistakable sense, it is a crime against the public, if effort to eliminate such excesses, re not achieved or, at least, sought for."



**Robert M. Leach, Newly Elected President, and Lee W. Van Cleave, Retiring President.**

President to be in the Chair on this occasion and at this milestone of our Association's history.

"In the year 1871, a call was issued for a meeting of stove manufacturers and this was the beginning of the organization and meetings of this Association. They met in this city February 26, 1872. There were eighty stove manufacturers represented. Mr. John S. Perry was Chairman of the First Meeting, and at a second meeting held July 10, 1872, Mr. Perry was elected first President of our Association.

"The object of holding meetings all these years is covered very clearly in Article II of our constitution and by-laws. This article reads as follows:

"With reference to cost matters, I desire to call your attention to the pamphlet which you will find distributed on the chairs, headed 'Overhead Expenses—How to Distribute Them in Good and Bad Times,' gotten out by the Fabricated Production Department of the Chamber of Commerce of the United States. This pamphlet came over my desk, and after reading it, I ordered enough of them to distribute to you today, with the idea that you take them home, read them and pass them on to your cost department. The thoughts expressed therein are well worthy of your consideration."

"I desire to acknowledge at this time the very efficient work done during my two years as your president by your secretary, Mr. Wood. He has worked diligently in your behalf and is worthy of your continued trust and confidence and I take great pleasure in recommending at this time your support and help to him under future administrations as has been given him during my term of office."

The election of officers for the ensuing term resulted in the choice of the following members to administer



R. E. McCarthy, Retiring Second Vice-President, and  
R. S. Wood, Re-elected Secretary.

the affairs of the National Association of Stove Manufacturers:

President: ROBERT M. LEACH, Weir Stove Company, Taunton, Massachusetts;

First Vice-President: GEORGE D. WILKINSON, Cribben and Sexton, Chicago, Illinois;

Second Vice-President: ROBERT A. PATTONS, Abram Cox Company, Philadelphia;

Treasurer: SHERMAN S. JEWETT, Jewett and Company, Buffalo, New York;

Secretary: ROBERT S. WOOD, Troy, New York;

Executive Committee: J. B. BARSTOW, Barstow Stove Company, Providence, Rhode Island; E. T. HARRISON, Southern Stove Works, Richmond, Virginia; FRANCIS PALMS, The Michigan Stove Company, Detroit, Michigan; PHILIP WILL, Sill Stove Works, Rochester, New York; WILLIAM HENRY WARREN, Fuller and Warren Company, Troy, New York.

At the conclusion of the Convention a representative of AMERICAN ARTISAN AND HARDWARE RECORD interviewed Robert M. Leach, the newly elected presi-

dent of the National Association of Stove Manufacturers regarding his view of business conditions.

Mr. Leach said: "I look for a steady, gradual improvement in business conditions. There is no question that trade was very dull in March and April, one reason being the matter of prices. These have now been stabilized by the operation of economic laws so that no further reductions are probable during this year."

"The dealers, therefore, can buy without the feeling of being up against competition of lower cost to other dealers later on. They are fully protected in this matter."

Mr. Leach is of the opinion that the reductions in prices already made more than counterbalance any reduced cost of manufacture and, therefore, in his judgment the limit for the present at least has been reached.

President Leach might be termed a "conservative optimist." He certainly does not think that we are to get back to normal conditions in one jump, but he does think that the country is on a sound basis, that we are recovering from war conditions as rapidly as might be expected, and that through the summer and fall there will be a decided betterment of business generally and a gradual upbuilding of trade from the recent depression.

### **Suffers Heavy Loss by Fire.**

Damage amounting to \$10,000 was done to the establishment of N. E. Laporte who conducts a hardware and sheet metal business at 1621 Woodside, Bay City, Michigan.

About three-fourths of the loss is covered by insurance.

Mr. Laporte is not the sort of merchant who is easily discouraged. Consequently, he is doing business again with more vigor and enthusiasm than ever.

As evidence of his energy and progressiveness it may be stated that he is an active member of the Retail Hardware Association of Michigan and of the Michigan Sheet Metal Contractors' Association.

Also he is a subscriber to and close student of the pages of AMERICAN ARTISAN AND HARDWARE RECORD, which he never misses an opportunity to recommend to his friends and acquaintances in the hardware and sheet metal trades.

The fire destroyed all the catalogues in his possession. Therefore, jobbers and manufacturers of hardware, warm air heaters, and sheet metal products and supplies are requested to send him copies of their latest catalogues and price lists.

**Your attention is directed to an exclusive feature of AMERICAN ARTISAN AND HARDWARE RECORD. It has the distinction of being the only publication which gives Western hardware and metal prices corrected weekly. You will find these prices on pages 40 to 45 inclusive.**

## *American Hardware Manufacturers' Association Holds Joint Sessions with the Southern Hardware Jobbers.*

*Both Organizations Meet in Atlantic City, New Jersey, and Discuss Matters of Common Interest to the Hardware Trade.*

The thirty-first annual convention of the Southern Hardware Jobbers' Association was held May 11, 12, and 13, 1921, in the Marlborough-Blenheim Hotel, Atlantic City, New Jersey, in unison with the annual spring convention of the American Hardware Manufacturers' Association.

The opening session was in the nature of a joint meeting with the hardware manufacturers and was called to order by George E. King, President of the Southern Hardware Jobbers' Association, who introduced the Reverend Doctor Dare of Atlantic City, who delivered an invocation. Then followed the singing of "America" by the entire audience, after which President King addressed the meeting substantially as follows:

Digest of Address of George E. King, President Southern Hardware Jobbers' Association to the Joint Session of His Organization with the American Hardware Manufacturers' Association, Atlantic City, New Jersey, May 11, 1921.

"A year ago the American Hardware Manufacturers'

turning for a year or more. Many of them had raw materials in large quantities but the demands of the jobber were so insistant that they were scouring the country for more.

"The jobbers seemed to think the demand would continue indefinitely and, after filling their warehouses to capacity, built or rented new ones.

"Uncle Sam, nice old man that he is, stepped up and said that we must divide with him, taking from us as he did in some cases, almost half our profits.

"In material things we are world leaders and world beaters. In no period of the world in any country had any people been so blessed with riches and power. We were all weltering in wealth. The farmer, the day laborer, the skilled mechanic, the manufacturer, the merchant, all alike, shared and fared sumptuously of the good things that came to us almost without effort.

"Such was the inflated and unnatural condition in the United States one year ago and then something happened. We knew it was coming some day but we did not know when and we were unprepared when it did come.

"A little adversity, a little disappointment in our hopes and plans may do us good. Life has been too easy with us. We must adjust our plans to meet safely the present problems that are so different from any we have ever had before. In the old days of the past, a Grecian sphinx sat on the roadside propounding a riddle to each one who passed. If the question was not answered correctly the person was tossed over a high cliff. Every day business men are asked questions, riddles, that are new to them and unless these riddles are answered correctly defeat and failure are certain.

"Those of you who have visited Westminster Abbey will recollect this inscription over the door, 'Those who sleep here kept the world awake.' We might truthfully say that those who sit here kept the Hardware World awake. I see before me men who stand in the front rank of the business world. Men who faced and overcame great problems. No wiser or more resourceful set of men can be found any where and the skill, judgment, and sense that have brought them safely through so many difficult places in the past will guide them safely in the future.

"Some months ago the comptroller of currency reported that of the \$5,380,000,000 in circulation in the United States, \$3,344,000,000 was hidden by the owners; dormant, inactive and useless so far as commerce is concerned.

"In this body of men there are vast stores of hidden energy, concealed power and undeveloped resources that will now flash forth and go forward to bigger and better achievements than ever before.



George E. King, President Southern Hardware Jobbers, and W. D. Biggers, President Hardware Manufacturers.

Association and the Southern Hardware Jobbers' Association met here to renew, as in the previous meetings, ties of friendship that have been pleasant for these many years. I am sure that I speak for all the Southern jobbers when I say that when we are here with you that we feel that we are with our friends and we are proud to feel that we have no serious grievances between us. Our requests have always been so reasonable and the manufacturers have shown such a fair spirit that our feeling of friendship is as strong and firm as the rock of Gibraltar.

"Great and sudden changes have come to all of us. A year ago the books of all manufacturers were filled with orders. They had more orders than merchandise. Some of them had enough orders to keep the wheels

"If less than half our money is being used it may be true that less than half our mental force and energy are in action. If so, is there any limit to the things that American business men can do in the future?"

President King was followed by Richard H. Edmonds, Editor *Manufacturers' Record*, Baltimore, Maryland, who spoke on "The Relation of the South to the Nation's Welfare."

**Extracts From Address of Richard H. Edmonds, on "The Relation of the South to the Nation's Welfare," Delivered to the Joint Session of the Southern Hardware Association and the American Hardware Manufacturers Association, May 11, in Atlantic City, New Jersey.**

"In speaking of the South please let me make it very clear that I am not in any way whatever discussing this



**W. M. Pitkin, First Vice-President Southern Hardware Jobbers' Association.**

section from any narrow sectional point of view. I am seeking to present to you some of the facts which relate to a very large proportion of this country.

"The South has nearly one-third of the total area of the United States and nearly one-third of its population.

"It has three-fifths of the coast line of Continental United States.

"It produces practically all of the cotton raised in the United States which is about 66 per cent of all the cotton grown in the world.

"It produces over 50 per cent of the entire oil output of the United States.

"It has three-fourths of the coking coal area of the country.

"Its total coal area is twice as great as that of all Europe including Russia and five times as great as all Europe excluding Russia.

"The extent of its iron ores is in keeping with the magnitude of its coal supply.

"The South has an almost limitless quantity and variety of all the raw materials for the widest diversity of manufacturing, enough indeed more than to duplicate the entire manufactured output of the United

States without straining this abundant supply of materials for generations to come.

"The South is producing a very considerable proportion of the entire agricultural products of the country.

"Over one-half of the lumber produced in the United States comes from the South, and this section supplies practically all of the country's naval stores.

"The South has water-power potentialities sufficient to develop about 9,000,000 hydro-electric horse-power.

"From its vast mineral resources the South in 1918 produced metallic and non-metallic minerals to the value of \$1,354,000,000 which is over 25 per cent of the total value of all minerals produced in the whole country.

"It behooves every man, whether he be of Southern birth or not, to stand with head uncovered in the presence of the memory of the men and the women of the



**Charles H. Ireland, Member Executive Committee Southern Hardware Jobbers' Association.**

Old South who in proportion to the progress and development of that day achieved more than we of this day have yet accomplished in the South and in the same way more than the country at large has wrought."

At the termination of Mr. Edmonds address, President King introduced W. D. Biggers, President of the American Hardware Manufacturers' Association who spoke in part as follows:

**Synopsis of Address of W. D. Biggers, President American Hardware Manufacturers' Association to the Joint Session of His Organization With the Southern Hardware Jobbers Association.**

"This is a time for every brain and hand to utilize every atom of energy available. This is a time for constructive thinking, direct speaking, right action; the worker, not the shirker; those who lift, not lean.

"This is a time when manufacturers must coordinate their interests with wholesalers by working more closely together than ever before.

"This is a time when wholesalers must cooperate to the fullest extent with retailers by the suggestion of

better selling methods. Showing a merchant how to sell more is to show him how to buy more.

"There is a growing spirit of cooperation that is based on the sound belief that anything that helps business as a whole is a direct benefit to everyone con-

"Recent developments are of a character to restore confidence. There are fewer business failures; there is greater building activity; heavier lumber production, and a full supply of fuel and labor practically everywhere.

"It is hardly to be expected that the reduction in the volume of business has ended or that the price decline has reached its lowest level, but we have evidence of some reaction—positive action—looking toward the stabilizing of business. We have now reached a point where it is possible for us to look forward and plan our business moves with a reasonable assurance of being able to carry out our plans.

"Beyond question the stocks of manufacturers, jobbers and dealers are becoming considerably depleted on account of our economy and conservatism and if



**John Donnan, Secretary-Treasurer Southern Hardware Jobbers' Association.**

we defer too long in the placing of orders and specifications, we will be forcing a shortage of goods, which will be as detrimental as over-buying. Instead of continuing to advocate economy and ultra-conservatism in purchasing, it would be wise to take another tack and I recommend judicious buying.

"This is going to be a year of keen competition. The man who fights bravely, on the square, selling his goods on a reasonable profit basis, and gives service and quality, will be rewarded.

"Whatever is for the welfare of the country must necessarily be for the good of business.

"We must re-create the American pioneer spirit, which made this country possible and placed her in the forefront of the nations. It is a spirit which is filled with common sense, courage, confidence and resolution.

"We must have faith in ourselves; faith in one another; and faith in business. Faith is the very foundation of prosperity and credit.

"If we believe in America and her possibilities; in today and its opportunities; in the business man of this country and his capabilities—we must make up our minds to go ahead."

President King next introduced various speakers representing different associations who spoke briefly in behalf of their organizations, namely, T. James Fernley, Secretary-Treasurer of the National Hardware Association; Mr. Black of the Texas Hardware Jobbers Association; Colonel Stark, President of the Canadian Hardware Association, and Mr. Hardy, Secretary of the Canadian Hardware Jobbers' Association.

Wednesday afternoon, May 11th, a separate executive session of the Hardware Jobbers' Association was held and also a separate executive session of the American Hardware Manufacturers' Association.

#### Thursday, May 12th Session.

A joint session of the two Associations met at 9:30 a. m., at which time Fayette R. Plumb, former President of the American Hardware Manufacturers' Association, made a very thorough review of the proposed Turn-over Sales Tax which is being sponsored by a certain group in Congress as a substitute for the Excess Profits Tax and other objectionable excise measures.

Mr. Plumb argued very strongly against this new proposition and went into details to show that many of the statements made by its sponsors were not based on facts and that many of the conclusions drawn from facts were far from logical.

Excerpts from his address follow:

#### Excerpts From Address of Fayette R. Plumb on Substitutes for Excess Profits Tax.

"It is well to understand at the start just what we are talking about. We are all agreed that the excess profits tax should be abolished and that the higher surtaxes on personal income should be reduced to the collection point. There is every indication that both of these things will be done unless the propaganda to substitute a sales tax on everything may bring about a reaction that will defeat this purpose. We are all agreed as to the injustice, the uncertainty and the economic unsurtaxes. It is not necessary, therefore, to discuss soundness of the excess profits tax and the higher them.

"The question is, what taxes should take their place?

Is a general sales tax at the same rate on every sale of every commodity the best substitute for the taxes which we are all agreed should be repealed? The rate most commonly named is 1 per cent, but whatever the rate, the effect is the same.

"Just what is this simple, easy-to-pay turnover tax from the first sale of the raw material to the final delivery to the consumer? We are told that all that is necessary is for each man engaged in business to add 1 per cent to the foot of his invoices, collect it from his customers and send a check for the amount once a month or once a quarter to the Internal Revenue Department. We are told that the tax is so small and the amount of it so easily recognized as a tax that no

one will object to paying it because he can see it has not been loaded as it has been passed along.

"It always helps in studying a theory to make a practical application of it. Widespread publicity has been given to misstatements based upon superficial calculations of the cumulative effect of a turnover sales tax. It is amazing to see such statements accepted as correct, when the slightest thought would show how incomplete they are.

"The *Bache Review*, for instance, quotes a table to show what a turnover tax at 1 per cent would amount to on a loaf of bread. The different taxes included in these calculations are the tax on the wheat when it leaves the farm, the tax on the flour when it leaves the miller, the tax on the loaf of bread when it leaves the baker.

"Perhaps the tax which the farmer would pay on his fertilizer and his farm equipment would not increase the price of the wheat. The cost of the miller's numerous taxes paid on everything else besides wheat flour, however, would certainly be increased by the which he buys,—on the flour barrel, on his coal and on all the other expenses for operating his mill as well as by the comparatively small tax paid on the wheat itself.

"The cost of the baker who makes the flour into bread would be increased not only by the tax on the flour, but certainly also by the tax on everything else, except water, he used in making his bread,—on the coal for his bake ovens and on everything else he purchased. The cost of the flour is not over 60 per cent of the cost of the loaf. No allowance whatever is made for the cumulative tax on these other expenditures. The calculations also stop with the sale by the baker. Bread is not usually sold directly from the baker to the consumer, so there would be at least one more sale with its full 1 per cent.

"Even when we compare different kinds of manufacturing we find startling differences in the volume of sales compared to the investment and compared to the net profits. In other words, the turnover in some lines of manufacturing is much more rapid than in others. Any one by looking over the financial statements of various manufacturing companies can verify this. The following are some examples taken at random from published financial statements:

Manufacture of	Profit on Sales.	Percentage of profit which Percentage 1 per cent sales of Net      tax would	
		equal.	
Cutlery .....	21.15	4.73	
Electrical Machinery.....	16.75	5.95	
Automobile Bodies .....	15.6	6.55	
Drop Forgings .....	14.95	6.7	
Silk Knitting .....	7.47	13.4	
Rubber Tire .....	6.15	16.25	
Shoe Manufacture .....	2.87	35.1	
Cotton weaves .....	2.84	35.2	

"A favorite way of meeting the objections I have cited to a sales tax is to say that the tax on each sale is so small that the disadvantage to which any particular business might be put is negligible as compared to the disadvantage which now exists. It does not

seem to me, however, a small disadvantage for a business like the wholesale grocers to pay a tax of 50 per cent of their net profits and a tool manufacturer like ourselves to pay a tax of 10 per cent. This is an advantage which we do not want, because we know that such inequality in taxation would hurt business generally, and the success of our business depends upon general prosperity. It might be that the 10 per cent that we would pay directly to the Government would be less than our share, but we are large purchasers as well as sellers, and we can see that the cumulated tax on our purchases would be far heavier than the tax on our sales. It is not a small thing for a wholesale hardware jobber to have to pay a tax equal to 40 per cent of his net profits which his competitor, the catalogue house, would not have to pay.

"Another element of unfairness is that a sales tax would fall upon the entire income of the poor and only part of the income of the rich. A poor man necessarily spends his entire income to live upon. The rich man spends but a part of it. It is of course true that those who possess taxable incomes would have to pay an income tax in addition to such part of sales taxes as were passed along on their purchases, but remember, that it is proposed to raise two billions of dollars by a turnover sales tax alone, or nearly twice as much as from taxes on personal income.

"To sum up, it is easier to determine just what a tax would be on sales than on net profits, but this is a slight advantage compared to the danger to your business involved in paying a heavy tax when you are losing money.

"There is no reason for assuming that you could pass on a sales tax any more readily than a tax on your net profits. The amount of such a tax could not be checked by your customer any more readily than the amount you would add to your price for a tax on profits.

"Such part of a sales tax as you could not pass on would bear no relation to your ability to pay. Your ability to pay is measured by net profits. A sales tax of 1 per cent would be less than 5 per cent of net profits in some cases and over 50 per cent of net profits in others.

"The repeal of the excess profits tax and the reduction of the high surtaxes will remove the most objectionable features of our present tax laws. Propaganda to substitute for such taxes a general turnover tax may bring about a reaction that will prevent these necessary reforms in our tax laws and might result in a turnover tax in addition to our other present taxes for the purpose of paying a cash bonus to the soldiers. This could be the only justification for raising two billions of dollars from the expenditures of the poor. If business men succeed in convincing Congress that such a tax would be no burden to business they may have an opportunity to collect these two billion dollars for such a purpose."

#### Friday, May 13th Session.

Separate executive meetings were held Friday morning, at which many of the perplexing problems of the present situation were thoroughly discussed.

The Southern Hardware Jobbers' Association concluded its session with the annual election of officers.

## *Old Guard Southern Hardware Salesmen's Association Holds Annual Meeting in Atlantic City, New Jersey.*

*Secretary-Treasurer R. P. Boyd Briefly Reviews the Origin and  
Growth of the Old Guard in His Annual Report to the Members.*

If there were no sentiment in business and if its transactions were incapable of being modified by the influence of emotions, there would be no salesmen and business would be purely a matter of mechanical processes.

Fortunately for the growth of humanity and the development of civilization, the majority of our actions are on the emotional side of our nature. Pure reason alone never stirs us to accomplishment. Great



**Frank Gould, Newly Elected President Old Guard.**

poems and wonderful inventions are essentially the outcome of great dreams and deep-reaching emotions.

It is in order to embody the good of these truths in the working out of daily relationships that the Old Guard Southern Hardware Salesmen's Association was organized.

Long experience in the very thick of business struggles has taught the members of the Old Guard the supreme value of friendship. They have learned to cherish it above all other considerations. It keeps their hearts young and the sparkle bright always in their eyes.

They hold a yearly conclave for the purpose of recharging the storage batteries of their friendships, as it were, by coming together for hand clasp and fellowship.

This year the meeting was held Thursday, May 12th, in the Marlborough-Blenheim Hotel, Atlantic City, New Jersey. Cheerfulness and brotherly regard for one another made the meeting a heart-warming reunion.

The Secretary-Treasurer of the Old Guard Southern

Hardware Salesmen's Association, R. P. Boyd of Knoxville, Tennessee, in rendering his annual report to the membership briefly summed up the motive of the Association's origin and the story of its development. His report in full is as follows:

**Report of R. P. Boyd, Secretary and Treasurer of the Old  
Guard Southern Hardware Salesmen's Association,  
to the Annual Convention in Atlantic City,  
May 12, 1921.**

"Since our last meeting, we have elected one new member, George F. Smith, of Heller Brothers Company, Newark, New Jersey. One member has resigned and death has taken one member, Mr. Theodore P. Votteler, of Brooklyn, New York.

"As is our custom, we have erected memorials to our deceased members where it was agreeable to their families.

"At the last meeting a year ago, our memorial was offered to the family of Mr. Daniel Stern. Out of consideration for the esteem in which he was held by the association and the recognition of the many kindnesses from him to the individual members. This is the first instance where such an offer has been made to any one outside of the membership.

"Our sick list has been distressingly long this year, but late reports are favorable, and we trust all the sick



**R. P. Boyd, Re-elected Secretary-Treasurer Old Guard.**

ones may soon be restored to health and strength.

"The Executive Committee did not approve of sending Christmas cards this year. Next year, I hope the Old Guard will show this courtesy to our many friends.

"The stock of buttons being exhausted a new supply was ordered from Bailey, Banks and Biddle Company, and members who do not have them should apply to the secretary.

"A few facts in regard to the Old Guard will be of interest to you, particularly to the newer members. Credit for the Association belongs to Mr. Fred M. Huggins, who with the wish to cement the good fellowship of the 'old boys', and bring them in closer association with each other, and to honor the older men, worked out the details of the association, and purchased the buttons in advance of any organization.

"The first meeting was held and the organization perfected at Hot Springs, Arkansas, June 10, 1908. There were 46 charter members. The officers elected were: President, H. H. Beers; First Vice President, C. F. Forsyth; Second Vice President, O. C. Mead; Secretary and Treasurer, Fred M. Huggins; Executive Committee, D. K. Stucki, John Hoen, P. C. Cawthorn, T. H. Gossett, John K. Wilson, W. K. Chenoweth and F. S. Seeley. Of the 46 charter members, 28 are active members now. Three resigned and 15 have been called to the Great Beyond.

"From the beginning we had the \$100.00 memorial fund, later the benefit fund was added—to be paid upon the death of a member to the beneficiary designated by him. We have paid to the beneficiaries a sum of \$5,750.00 and for memorials \$1,405.00. The membership now stands 97 active and one honorary. The Association is free from debt and we have maintained the cash balance required by the constitution."

The election of officers to administer the affairs of the Old Guard Southern Hardware Salesmen's Association resulted in the choice of the following members:

President: FRANK GOULD;

First Vice-President: GEORGE H. HARPER;

Second Vice-President: FRED M. HUGGINS;

Secretary-Treasurer: R. P. BOYD;

Executive Committee: JOSEPH H. GRUBB, A. R. SISSON, GUY MITCHELL, ARTHUR S. JONES, JOHN J. MAPP, and F. HERBERT SMITH.

### **The "Red Devil" Tool Plant Is Enlarged.**

In these days of manufacturing slumps, shut-downs and running part time, the opposite is true of the "Red Devil" Tool Factory, owned and operated by Smith & Hemenway Company, Incorporated, Irvington (New-



The Original Smith & Hemenway Co. Plant to the Right and One of the Later Additions to the Left.

ark). New Jersey, manufacturers of electrical tools and hardware specialties.

Large additions were made to this factory during the period of the war, the factory working 100 per cent for our Government, as the tools manufactured by them

were required by the signal corps and airplane divisions, and the enormous quantities of tools demanded by these divisions made it impossible to produce them in the already large plant for this class of production.

They therefore acquired the property of the Joseph Ross Company, this property lying to the north of their own property on Coit Street, Irvington, New Jersey,



The New Addition to the Smith & Hemenway Co. Plant, Irvington, New Jersey.

with buildings of 17,000 square feet floor space and ground addition of 30,000 square feet fronting on Coit Street and running back to the Lehigh Railroad with switch facilities on their property, making it possibly the largest tool plant in the United States manufacturing the character of goods they do.

The lines produced were "Red Devil" electrician's, linemen's and general mechanic's tools, all kinds of nippers and pliers, nail pullers, mitre boxes, hack saw blades and frames, screw drivers, cold chisels, bolt cutters, as well as a large variety of kindred tools, not forgetting the "Red Devil" glass cutter, original nail puller and chain drill.

The accompanying illustrations show the new addition recently made to the Smith & Hemenway Company, Incorporated, formerly manufacturers' selling agents for a great many years. They were forced into the manufacturing business in a very small way with only 10,000 square feet floor space.

At the present time their property is comprised of 400 feet on Coit Street running back 200 feet to the Lehigh Valley Railroad in the rear, occupying a total of about 100,000 square feet.

This has been accomplished in the phenomenally short time of ten years, or since they have discontinued as manufacturers' agents.

The present heads of the organization are: Landon Smith, president and John F. Hemenway, secretary and treasurer.

### **There Is Money for You in Selling Paint Brushes.**

Profit is a matter of volume and variety of sales.

The greater the diversity of your stock within the natural scope of a hardware store, the more numerous are your opportunities for making sales.

When you sell paints and varnishes, you are face to face with opportunity to sell paint brushes.

Tell your customer that good paint effects require the right kind of brushes.

Convince him that it is part of the genuine service of your store to supply him with good brushes.

# Good Ideas for Window Display

*Practical Lessons from Exhibits in AMERICAN ARTISAN AND HARDWARE RECORD Window Display Competition.  
How to Get More Passers-By to Come into Your Store.*

## **THIS WINDOW DISPLAY OF TOOLS DREW MUCH ATTENTION.**

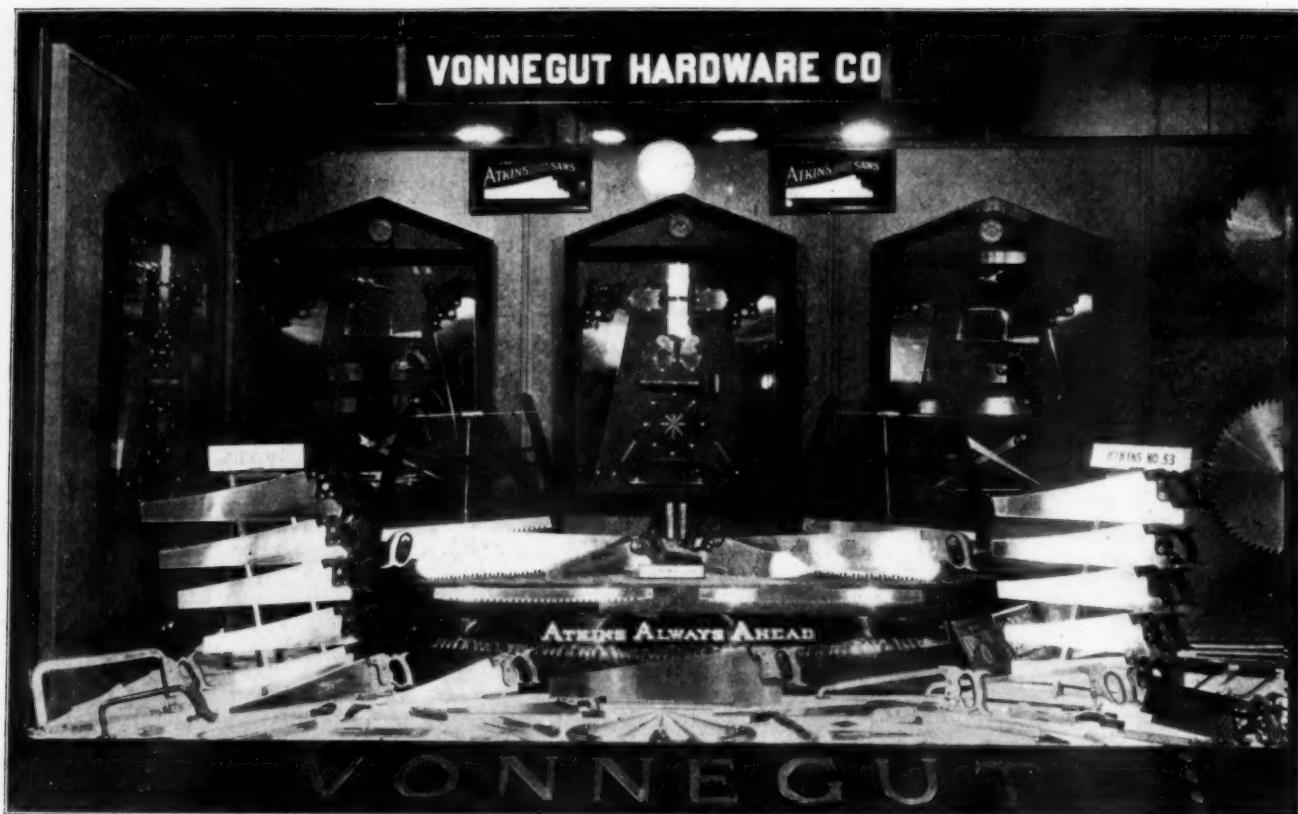
The accompanying illustration shows a unique window display, in that while it contains more than one hundred tools of different character and style, each one of them is the product of one manufacturer, the well known corporation of E. C. Atkins & Company, Indianapolis, Indiana, makers of Silver Steel saws and other tools.

It was arranged by Orval D. Harrison for the Vonne-

words, "Atkins Always Ahead," lettered in gold.

The sign in the center of the platform is a wood and metal sign with the manufacturer's trade-mark and name.

This window display attracted a great deal of attention as the result of the well balanced arrangement. One of the features that attracted attention was the large variety of saws. The great number of different styles of saws interested the people. It brought good results, bringing into the store the people who were prospective purchasers for such a line of tools.



Well Balanced Window Display of Saws and Other Tools, All of One Make, Arranged by Orval D. Harrison for the Vonnegut Hardware Company, Indianapolis, Indiana.

gut Hardware Company, Indianapolis, and was one of those to which Honorable Mention was awarded in the recent Window Display Competition conducted by AMERICAN ARTISAN AND HARDWARE RECORD.

The background or walls of the display are green with a little white mixed in, giving a very pleasing color. The four display boards are of mahogany covered with green felt with mahogany frames. Each display board has a large trade-mark of the manufacturer of the saws and tools. The tools are put on the boards with white headed upholstery tacks, bolts and nuts, and screws. The two signs over the display boards are of mahogany.

The floor is white and the platform is covered with green plush. The cross cut saw on the front of the platform is a nickel plated display saw with the three

Here is an itemized list of the various tools in the window display:

Two circular saws; twenty-one hand saws; three hack saws; twelve single and two packages of hack saw blades; four Swan Neck scrapers; four Perfection scrapers; four convex and concave scrapers; six Cabinet scrapers; two saw sets; two coping saws; four back saws; two carpenters' handy saws; four compass saws; two saw clamps; one cross cut saw; two wood saw blades; one flooring saw; one metal cutting hand saw; two one-man cross cut saws; two wood saws; one rail hack saw; one dehorning saw; one New York pruning saw; five common pruning saws; three key hole saws; three key hole saw blades; two dovetail saws; one pattern makers' saw; one plasterers' saw; one meat saw; two trowels.

### Awards Prizes Offered by Alvan T. Simonds.

The prizes offered by Alvan T. Simonds, President of the Simonds Saw Manufacturing Company, Fitchburg, Massachusetts, to encourage the study of economics in high school and normal schools, of \$1,000 and \$500 for the two best essays on the subject, "Present Economic Conditions and the Teachings of Adam Smith in the Wealth of Nations," have been awarded by the judges as follows:

First prize of \$1,000 to David Koch, High School of Commerce, New York City.

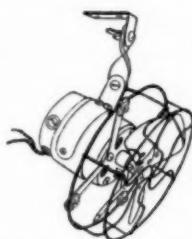
Second prize of \$500 to Aloysius Thiemann, Reedsburg High School, Reedsburg, Wisconsin.

Essays were submitted from every section of the United States and from Canada. Practically every state was represented. A very large proportion came from New York City, where the study of economics is required of all seniors in the high schools.

The judges were Wallace B. Donham, Dean of the Harvard School of Business Administration, Cambridge, Massachusetts, and John G. Thompson, Principal of the State Normal School (on leave), Fitchburg, Massachusetts.

### Knapp Limo-Sedan Fan Is for Use in Closed Cars.

A closed automobile of the limousine or sedan type is often uncomfortably warm when not in motion.



**Knapp Limo-Sedan Fan, Made by Knapp Electric & Novelty Co., New York City.**

To overcome the oppressive condition in such circumstances, the Knapp Limo-Sedan Fan, shown in the accompanying illustration, has been designed by the Knapp Electric & Novelty Company, New York City.

The bracket of this fan has a double joint with rigid set pins and several points of adjustment for tilting the fan to any angle.

It is said to be easily fastened to the ceiling or any other part of the tonneau, with a few feet of connecting cord and a control switch placed at a convenient point in the line, it can be attached to the storage battery of the car.

Full particulars and prices of the Knapp Limo-Sedan fan can be had by writing to the Knapp Electric & Novelty Company, 511 West 51st Street, New York City.

### Trade Opportunities in Foreign Lands.

The Bureau of Foreign and Domestic Commerce through its Special Agents, Consular Officers and Commercial Attachés, is receiving information of opportunities to sell hardware and kindred lines in several foreign countries. Names and locations will be supplied on request to the Bureau in Washington or its District Offices. Such requests should be made on separate sheets for each opportunity, stating the number as given herewith:

34792.—A firm of importers in Cuba having recently established a branch office in the United States desires to se-

cure agencies in Cuba and Portugal for the sale of iron and steel products. Reference.

34794.—A commercial agency firm in New Zealand desires to secure an exclusive agency from manufacturers for the sale of fireless cookers, steam-pressure cookers, and modern kitchen appliances. Quotations should be given f. o. b. New York or San Francisco. Payment to be cash against documents through bank in New York. Reference.

34796.—A mercantile firm in Spain desires to purchase and secure an agency from manufacturers only for the sale of copper and brass in all forms, tinplate, aluminum, white metal, etc. Quotations should be given c. i. f. Spanish ports. Payment to be made against documents. Correspondence should be in Spanish. References.

34812.—A merchant in Syria desires to purchase hardware, wood and iron working tools, construction material, bar and rod iron, tin plate, etc. Quotations should be given c. i. f. Beirut, Alexandretta, and Tripoli. References.

34817.—A merchant in Spain desires to secure an agency and also purchase hardware. Quotations should be given c. i. f. Malaga or Cadiz. Correspondence should be in Spanish or French. References.

### Coming Conventions.

Western Warm Air Furnace and Supply Association, Sioux City, Iowa, May 17 and 18, 1921. John H. Hussie, Secretary, Omaha, Nebraska.

Southeastern Retail Hardware and Implement Association (composed of Alabama, Florida, Georgia and Tennessee), Atlanta, Georgia, May 17, 18, 19 and 20, 1921. Walter Harlan, Secretary, 701 Grand Theater Building, Atlanta, Georgia.

National Warm Air Heating and Ventilating Association, Cleveland, Ohio, May 24, 1921. Allen W. Williams, Secretary, Columbia Building, Columbus, Ohio.

Missouri Sheet Metal Contractors' Association, St. Louis, Missouri, May 26, 1921. E. B. Langenberg, Temporary Secretary, 4058 Forest Park Boulevard, St. Louis, Missouri.

Metal Branch of the National Hardware Association, Hotel Cleveland, Cleveland, Ohio, June 3 and 4, 1921. George A. Fernley, Secretary, Philadelphia, Pennsylvania.

Mississippi Retail Hardware and Implement Association, Great Southern Hotel, Gulfport, Mississippi, June 14, 15, and 16, 1921. E. R. Gross, Secretary, Agricultural College, Mississippi.

American Society of Heating and Ventilating Engineers, Cleveland, Ohio, June 14, 15, 16 and 17, 1921. C. W. Obert, Secretary, 29 West 39th Street, New York City.

National Association of Sheet Metal Contractors, Fort Pitt Hotel, Pittsburgh, Pennsylvania, June 14, 15, 16, and 17, 1921. Edwin L. Seabrook, Secretary, 261 South Fourth Street Philadelphia, Pennsylvania.

National Retail Hardware Association, Louisville, Kentucky, June 20, 21, 22, and 23, 1921. Herbert P. Sheets, Secretary, Argos, Indiana.

Sheet Metal Contractors' Association of Ohio, Hotel Gibbons, Dayton, Ohio, July 19, 20, and 21, 1920. William J. Kaiser, Secretary, 123 East Chestnut Street, Columbus, Ohio.

Michigan Sheet Metal Contractors' Association Annual Outing and Summer Meeting, Grand Rapids, Michigan, July 29 and 30, 1921. Frank E. Ederle, Secretary, 1121 Franklin street, S. E., Grand Rapids, Michigan.

Kentucky Hardware and Implement Association, Jefferson County Armory, Louisville, Kentucky, January 24, 25, 26, and 27, 1922. J. M. Stone, Secretary-Treasurer, Sturgis, Kentucky.

### Retail Hardware Doings.

#### Iowa.

W. G. Wilson has moved his hardware stock to the Kohler Building at West Bend.

#### Michigan.

Dignan and McIntyre have opened a hardware store in the old Curry Building, 113 East Main Street, at Owosso.

#### Missouri.

E. T. Fricker has purchased an interest in the Floreth Hardware Company of Monett, where he has been employed for a number of years.

#### North Dakota.

John C. Allen has purchased the hardware store operated for the past seven years by T. F. Ness at Grand Forks.

#### South Dakota.

W. G. Osthoff has purchased the stock of the Mitchell Hardware Company, 419 South Main Street, at Aberdeen and will conduct a first-class store.

# Advertising Help and Comment

**Send Us Copies of Your Advertisements. Let Us Help You Get Bigger Results by Advice and Suggestions. The Service Is Free. Don't Hesitate to Take Advantage of It.**

Did you ever notice that people will read with closest attention the account of a storm or blizzard with which they are thoroughly familiar from their own experience of the day before?

We all like to read accounts of things with which we are familiar.



There is always so much to do around the house; no man knows how much. And the kitchen stove, it is such a part of your everyday life that it becomes a habit. You are at it a long time and don't really notice how much extra work how many extra steps, how many petty annoyances it makes you.

THE MONARCH malleable range will save you time and money and work and worry. We know you will be interested to know why. Come in and see us. We'll be mighty glad to tell you.

**STILLWATER HARDWARE CO.**  
Telephone 164      219 So. Main St.

It is good advertising to talk to the people about things which they know.

That is the reason why there is effectiveness in the advertisement of the Stillwater Hardware Company, reproduced herewith from the *Stillwater Gazette*, Stillwater, Minnesota.

It starts out by telling the prospective customer who, in the majority of instances, is the woman of the household, that there is always so much to do about the house, and goes on to point out that the kitchen stove is so much a part of the woman's everyday life that it becomes a habit.

The text easily passes from these general observations to the statement that the Monarch Malleable Range will save time and money and work and worry.

The friendliness of the message and the cordiality of its concluding

invitation give an impression of sincerity.

\* \* \*

It comes within the scope of constructive publicity to tell the people something of the trustworthiness and square dealing of an establishment which sets up and maintains a high standard of business ethics.

This is what John M. Brodie does in the advertisement reproduced herewith from the *Gaylord Times*, Gaylord, Michigan.

In the illustration at the top of the copy the theme of the advertisement is set forth in pictures which convey the thought of escape from danger of one sort or another.

This advertisement, which in the original was twice the size of the accompanying reproduction, succeeds in conveying the impression that John M. Brodie has eliminated



## It's Better to be Safe than Sorry

THINGS WE DO  
FOR EVERYBODY  
WITHOUT  
BRING ANYBODY

Oil Stoves  
Ranges  
Heaters  
1900 Washing  
Machines  
Lawn Mowers  
Gasoline Stoves

Realizing the truth of this old aphorism, we apply the idea in our selection of goods to be resold to you with the result that we are never sorry when we sell you an article because we know it's a safe buy for you.

We're always glad to sell you our good goods.

**JOHN M. BRODIE**

Phone 75      The Hardware on the Corner.

from his dealings with his customers the risks of disappointment from unsatisfactory goods.

\* \* \*

Brief and to the point is the wording of the advertisement of the Boyce Hardware Company, reproduced herewith from the *Port Huron Herald*, Port Huron, Michigan.

As it appeared in that paper, it measured 6 by 6 inches.

Hence, the effect of the liberal

margins was much greater than is evident in the reduced size.

"Warm kitchen in winter and a cool kitchen in summer" sums up the chief advantages of a combination range.

By calling attention to the simplicity of operation, the argument in behalf of the combination range is conclusive.

If the Boyce Hardware Company had taken up all the pages of one

WARM KITCHEN IN WINTER  
AND A  
COOL KITCHEN IN SUMMER

## FAVORITE

COMBINATION RANGE

You can cook either with gas or fuel—just as you choose. So simple you can hardly realize it. Call and ask about this wonderful stove.

Favorite Gas Ranges  
Alzair Gas Ranges

**Boyce Hardware Co.**

825-826 Military Street

issue of the *Port Huron Herald* to tell the story of the "Favorite Combination Range," the text could not be clearer or the facts better stated than in the terse words of this advertisement.

\* \* \*

## Keep Vagueness and Vanity Out of Your Copy.

Vagueness and vanity are the worst things imaginable in an advertisement.

When you say that your store is the best or that your service is the best, the people do not believe you.

When you cause doubt in the minds of prospective customers, you weaken your hold upon them.

It may be a fact that your store is the best and has the best service today.

But you do not know that to be a fact.

The only way you could know it would be by measuring your store and its service against all the other stores and their services throughout the world.

# *Warm Air Heating and Ventilating*

*Better Installations. How to Sell More Warm Air Heaters.  
Reports of Progress in Warm Air Heater Research Work.  
Ventilating Factories, Garages, Theaters, and Houses.*

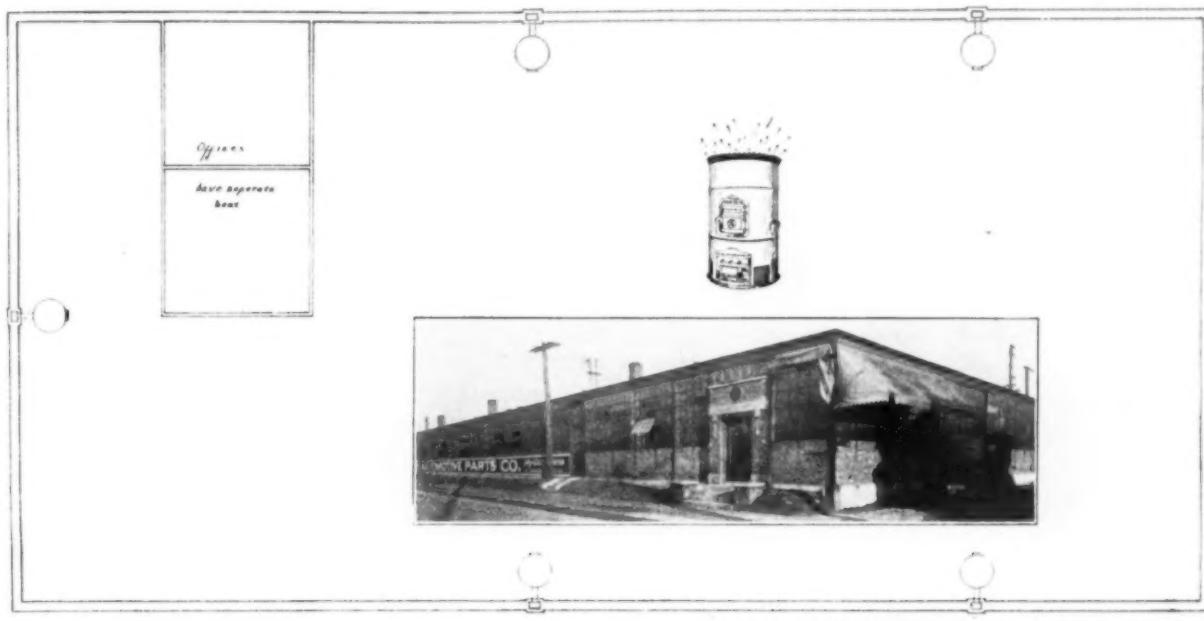
## **INSTALLS UNIQUE HEATING PLANT IN FACTORY AT INDIANAPOLIS.**

The method of heating the plant of the Automotive Parts Company, Indianapolis, Indiana, which, as the installer expresses it, is a glass house, is, we believe, unique.

The building itself is of the modern factory type with so-called window walls and saw-tooth skylights, so that probably the very maximum of glass surface is provided.

Manufacturing Company, St. Louis, Missouri, has the advantage not only of extreme simplicity and ease of operation, but the cost of installation as well as the cost of the material is much less than that for the fan and trunk line system.

As the plan itself shows, it consists simply of five room heaters, the air being taken through screened openings in the lower section of the casing and discharged from open top casings. From there by means of ordinary 16 inch oscillating desk fans, set behind each heater, the air is diffused in the required manner.



Front Rank Heater System for Manufacturing Plant of  
Automotive Parts Co., Indianapolis, Ind.  
Haynes-Langenberg Co., St. Louis, Mo., Manufacturer & Importer  
By W.M. Wirth, 1920

No. 2010

**Heating Plan for Factory Building Where Overhead Trunk Line Could Not Be Used. Installed by M. C. Wirth, 4435 Broadway, Indianapolis, Indiana, in Local Plant of Automotive Parts Company.**

No attempt was made to heat the building to seventy degrees. It is a factory and used only for such, and all that was required was to make it comfortable for the workmen, say fifty-five to sixty degrees.

It will immediately occur to warm air furnace men that the most economical way to heat this building would be to place the furnaces in a battery and run a trunk line backed by a good size blower fan, so as to distribute the heat to the various parts of the building. We were confronted, however, with the difficulty of avoiding a considerable amount of shafting and machinery which not only prevented our running the trunk line with any degree of directness, but also the machines themselves would tend to keep the heat localized rather than distributing it over the entire building.

The heating system, the plan for which is shown herewith, and which was worked out by Wilson H. Halley, Heating Engineer, with the Haynes-Langenberg Man-

This heating system was installed by the "Front Rank" Indianapolis dealer, M. C. Wirth, 4435 Broadway, with the assistance of the Indianapolis Branch of the Haynes-Langenberg Manufacturing Company. The Automotive Parts Company express themselves as being highly pleased with the results.

## **Trade-Mark Is Registered for Warm Air Furnaces.**

United States Patent Office registration has been granted to the Mount Vernon Furnace and Manufacturing Company, Mount Vernon,

**MASTER** Illinois, for the trade-mark depicted herewith. The particular description of goods to which it applies is warm air furnaces, pipe and pipeless. The Company claims use of this trade-mark since November 29, 1920.

Penalty increases as price decreases.

### **Program of the Western Warm Air Furnace & Supply Association.**

The spring meeting of the Western Warm Air Furnace & Supply Association is to be held May 17 and 18 in Hotel Martin, Sioux City, Iowa. The program of the sessions is as follows:

#### **Tuesday, May 17, 1921.**

Open meeting, 2:00 p. m.

Address of Welcome, representative of Sioux City Chamber of Commerce.

Address, "Sane Business," John P. Wagner, Des Moines, Iowa.

Address, "Heating the Home," R. W. Menk, Chicago, Illinois.

Discussion of matters touched upon in foregoing addresses. This discussion will be open to visitors and members alike.

#### **Wednesday, 10:00 a. m.**

Address by the President.

Routine of Business.

Report of Committees.

Address by George Harms, Peoria, Illinois.

Address by J. T. Templeton, St. Louis, Missouri.

#### **"Start Something Hour."**

Under this now famous heading, every one present will be asked to start something on some subject of interest. No subject too small or too large for this hour.

### **Condemns Sioux City Ordinance.**

To AMERICAN ARTISAN AND HARDWARE RECORD:

With reference to the warm air heater ordinance of Sioux City, Iowa, of which you published a synopsis in your issue of April 16, 1921, I would say that the ordinance is preposterous and absolutely absurd in this, that it will kill the warm air heater business.

It must be a "one man" city or surely a council that needs "a boss" that would pass such an unreasonable ordinance as was put over.

The requirements as to size of furnace, clearance between studding and not between lath and plaster in an old house to install pipes, are absolutely beyond reason.

The provision as to information which the building inspector may require has no limit as to what he may require.

Another absurd clause is that which says smoke pipe must be 2 feet below any wooden beams but may be within 6 or 12 inches from wood in any other way. Insurance companies require 8 inches in all directions; and I think they ought to know and have had sufficient experience.

"Register box is to be at least one inch from any wood"—rotten reasoning.

The entire ordinance is so out of reason that it is not worth discussing and will soon be repealed.

Yours very truly,

C. R. OBERHOLTZER,

Angola, Indiana, May 7, 1921.

Some people ask for raises in such a way that it amounts to a demand, which, when refused, leaves them dissatisfied and uninterested in their work.

### **Fires Are in Reality a Tax In the Public.**

At a meeting of the National Brick Manufacturers' Association Walter A. Hull made the following comparison of the fire tax with the tea tax which helped bring on the American Revolution.

In 1776 the American people revolted against a tax. It was an extremely small tax; it would not have been burdensome to pay it, but it was abhorrent in principle.

The American people of today are paying, without protest, a special tax of our own levying that is heavy enough to be a burden on many of us.

The difference seems to lie in the fact that that little tax on tea was announced by royal proclamation and talked about in every family in the land, whereas this greater tax that is being paid so complacently at the present day is camouflaged so that we do not see it unless we take the trouble to look closely.

The head of the American household does not go, once a year, to the collector of taxes and pay, for himself and his family, his annual quota of tax to pay for the property that has needlessly been burned in the country during the preceding years.

What he really does is to add just a fraction of a per cent to the amount of every check that he writes, to include his contribution to the big pool that is to settle that bill.

These checks go to the butcher, to the grocer, the clothier, the landlord, and every other sort of business man, to help meet the cost of his insurance, so that the insurance companies can guarantee him against loss.

Now there is nothing so very bad about the principle of this; it is better that every citizen should contribute a little than that the unfortunate family or business man who gets burned out should lose all.

The trouble with the system is that too many families and business men are getting burned out. Knowing that the insurance policy will stand between him and ruin if he has a fire, the business man does not exercise sufficient precautions against being burned out.

His workmen do not and his customers do not; and the result inevitably is that all of us, those who are careless and those who are not, have to dig down about four times as deep to meet our quota to pay for the big annual bonfire as we would have to do if everyone were to do his part, his reasonable duty to prevent the needless waste of property and of human life by fire.

### **Sells Cornice Brake Through Ad in AMERICAN ARTISAN.**

To AMERICAN ARTISAN AND HARDWARE RECORD:

Kindly discontinue our ad offering one ten-foot cornice brake for sale. We have disposed of the brake to good advantage. The ad surely brought results and we had all kinds of inquiries.

Yours truly,

NELSON TIN & FURNACE WORKS,  
Council Bluffs, Iowa, May 7, 1921.

Genius is usually frayed at the trousers—mediocrity is run down at the heels; but Success is always well-dressed.—Joseph J. Lamb.

# Practical Helps for Tinsmiths

*No Two Jobs Are Exactly Alike. Therefore, the Sheet Metal Worker Has to Meet Each Difficulty as It Comes. Send Your Problems to Us. Let Our Experts Help You.*

## ANSWERS SUBSCRIBER'S REQUEST FOR SPIRAL CHUTE PATTERN.

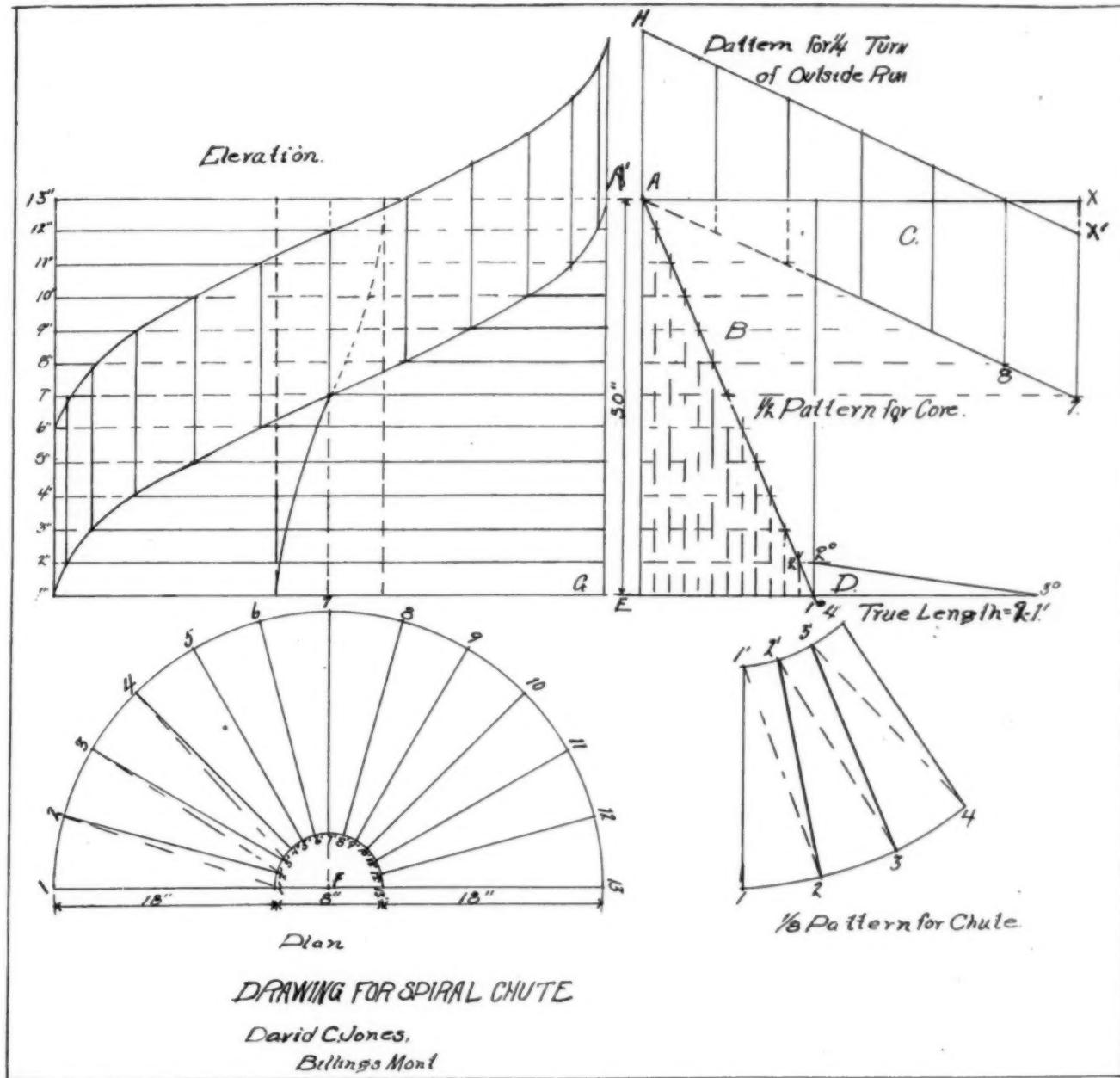
To AMERICAN ARTISAN AND HARDWARE RECORD:

In your issue of March 26th, J. H. Barnett of Dodge City, Kansas, asked for the drawing for a spiral chute. Herewith I am inclosing the method I use for the development of such a pattern.

circle. Next divide into any number of equal spaces, in this case 12. Draw solid lines from each point toward F until they touch inner circle as shown.

Next divide these spaces into triangles by drawing lines from 1', 2', 3', etc., for future use. This completes drawing for the plan.

The next step is to obtain the elevation. On any



Patterns for Spiral Chute.

Since it is desired to have one and one-half revolutions in 75 inches we will work from one half plan. First draw the half plan of core 8 inches, the width of bottom set off on the same line, any width desired, as shown in plan 1 to 1' in this case I have used 18 inches to save space.

Using F as center and F, 1 as radius strike outer

line parallel to 1 13 of plan draw 1 inch G of elevation equal in length to the extreme diameter of chute, and effect lines G, A', 1 inch, 13 inch also elevation lines of core, as we are working from one-half plan we must have one-half elevation.

Since we are to make one and one quarter revolutions in 75 inches, one-half revolution equals 30 inches

or 75 inches divided by 5 quarters equals 14 inches to one-quarter revolution or 2 quarters, times 15 inches equals 30 inches drop to one-half revolution.

Since we have divided the plan into 12 spaces it is necessary to divide elevation into 12 spaces as shown.

To obtain outline of chute in elevation place Tee square at right angles to 1 13 of plan and cut lines of corresponding number in both inner and outer circle, a line traced from point to point will be outline of chute

The next step is to obtain pattern for core. On line E, 1° place stretchout using 1', 13', of plan. The height will be one-half revolution a line drawn from A to 1° will be line on which to rivet chute.

As it is desired to have an open top chute the next step is to obtain pattern for outside rim. On line A, X, set off one-half stretchout using spaces 1, 2, 3, etc., of plan and draw lines as shown in drawing C, and from each point in outline of elevation with Tee square cut lines of corresponding number and draw lines as shown (I have only used one-quarter stretchout to save space) A, H, and 7, X'.

The next step is to find the true length of dotted lines in plan. As we already know the length of solid lines, draw any lines, as 1°, 3°, at 1°. Erect a line equal in length to one division of elevation as 2°, drawing D, make 1°, 3° equal in length to 1' 2 of plan, a line drawn from 2° to 3° will be the true length of dotted line of plan.

To lay out the pattern, proceed as follows: On any line set off the distance 1, 1', of plan using 1' as center and 2°, 3°, drawing D as radius; strike arc 1', 2, next using I as center and 7, 8, drawing C as radius strike arc, 1, 2, then with 2 as center 2, 2' as radius strike arc 2, 2', with 1' as center, and 1°, 2°..as radius strike arc 1', 2'.

This completes one-twelfth of the desired patterns. Carry out as far as you like. In this case one-eighth pattern has been developed, edges for rivets must be allowed.

I hope that this drawing and explanation cover completely the needs of your correspondent. If, however, there are any points that are not clear I will be very glad to answer any questions regarding it.

Very truly yours,

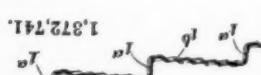
DAVID C. JONES,  
Proprietor The Billings Sheet  
Metal Works,

Billings, Montana, May 9, 1921.

### **Patents Expanded Metal Lath.**

Clarence W. Dickinson, Youngstown, Ohio, assignor to The Youngstown Pressed Steel Company, Youngstown, Ohio, a Corporation of Ohio, has secured United States patent rights, under number 1,372,741, for an expanded metal lath described herewith:

As a new article of manufacture, a metal lath of the diamond mesh type comprising a plurality of openwork sections lying in planes oblique to the general plane of the lath, the adjacent edges of the sections being united by intervening openwork sections which are substantially perpendicular to the plane of the sheet.



### **Missouri Salesmen's Auxiliary Will Convene May 25th.**

The First Annual Convention of the Jobbers' and Salesmen's Auxiliary of the Missouri Sheet Metal Contractors' Association will be held Wednesday evening, May 25th, at the Architectural Club in St. Louis, at which time the charter membership roll will be closed. At the present time there are forty members who have paid their annual dues of \$5.00.

A special effort is being made to increase the membership to one hundred by the time the organization meeting of the Missouri Sheet Metal Contractors' Association is held, on Thursday, May 26th.

E. B. Langenberg, 4057 Forest Park Boulevard, St. Louis, is Secretary of the Auxiliary, and applications for membership in same should be sent to him, accompanied by check for \$5.00.

### **Lists Members of Grand Rapids Radiator Repair Association.**

The recently formed Radiator Repair Association of Grand Rapids, Michigan, is holding meetings every two weeks for the purpose of studying the possibilities of the trade from the point of view of organization.

A decision has already been reached to become affiliated with the Michigan Sheet Metal Contractors' Association. The Radiator Repair Association owes much to the wise counsel and enthusiasm of Frank E. Ederle, Secretary of the Michigan Sheet Metal Contractors' Association and realizes the advantages of membership in so progressive a body.

The membership of the Radiator Repair Association of Grand Rapids is made up of the following firms:

Furniture City Radiator Shop, 232 Bond Avenue.

Radiator Hospital, 308 Bond Avenue.

Cluchey Brothers, 425 Bond Avenue.

O. J. Arnold, 408 Division Avenue.

Bond Avenue Sheet Metal Works.

A to Z Radiator Shop, 626 Division Avenue. South. Standard Sheet Metal Works, 666 Leonard Street. East End Radiator Shop, 1001 Wealthy Street.

Victor U. Heather, 9 Oakes Street.

As soon as the organization shall have been completed in all its details, meetings will be held only once each month.

### **Sells Tools Through an Ad in AMERICAN ARTISAN.**

To AMERICAN ARTISAN AND HARDWARE RECORD:

Please discontinue my advertisement in your classified section, as the tools have been sold. That ad surely did the trick.

Respectfully yours,

O. H. BERGEMAN,

Wausau, Wisconsin, May 9, 1921.

If an article will Serve Better than what we have, we Need it.

To the ambitious salesman every customer is an opportunity and every opportunity something to be made profitable

# *First Convention of Iowa Sheet Metal Contractors' Association Gives Promise of Benefit to the Trade.*

*Delegates from Various Sections of the State Will Carry the Message of Organization to Sheet Metal Contractors of Iowa.*

It is to the best interests of the people at large that the industries of this country be conducted by well-defined groups of producers and distributors. Technical knowledge and specialized skill are essential factors in the maintenance of quality in commodities and in service. Promiscuous distribution through department stores, mail order houses, and similar institutions rarely, if ever, carries with it the necessary technical knowledge and specialized skill.

Therefore, in the sheet metal trade, for example, the people are better served by men of the trade itself than by unskilled and inexperienced persons who have no sense of uniformity of purpose nor appreciation of genuine craftsmanship.

These are the main considerations which inspired the formation of the Iowa Sheet Metal Contractors' Association and which were uppermost in the minds of the delegates who assembled May 11 and 12, 1921, in Hotel Savery, Des Moines, Iowa, for the first convention of their organization.

**Wednesday, May 11, 1921.**

The first session of the convention took place at 2:00 o'clock, Wednesday afternoon, May 11th, in the Venetian Room, Hotel Savery. The purposes of the Association were strongly and convincingly set forth by President H. L. Barquist in his address to the delegates. The most important paragraphs of his speech are as follows:

**Address of President H. L. Barquist to the First Annual Convention of the Iowa Sheet Metal Contractors' Association May 11, 1921, in Hotel Savery, Des Moines, Iowa.**

"In addressing this meeting this afternoon it is my desire to extend to you a very cordial greeting in behalf of the City of Des Moines, her jobbers and manufacturers, and I trust that when you have departed you will say that you have been amply repaid for attending.

"In opening I included the ladies as well as the gentlemen, for we have among the ladies an honorary member of this organization, Miss Cohn, representing the AMERICAN ARTISAN AND HARDWARE RECORD. She has all the privileges of the Convention, is at liberty to enter into all discussions and assist us by her knowl-

edge attained by attending meetings of this kind.

"I sincerely trust that everybody here will have the get-together spirit, to get acquainted with one another and get as much out of this meeting as is hoped by the officers and members of the Salesmen's Auxiliary, who have made it possible.

"This organization was started February 23, 1921, as a result of the efforts of the National Organization, and we had a meeting in the rooms of the Chamber of Commerce and decided to perfect this organization. Temporary officers and directors were elected and we

are now prepared to perfect the organization at this, the First Annual Meeting.

"About the same time the Salesmen's Auxiliary was organized, which is composed of the traveling men who call upon us. In other states where there are organizations of this kind there are similar salesmen's organizations and it is their object to promote the best interests of our members, to solicit memberships in this organization and in so doing to secure better accounts and customers, feeling that men who have interest enough in their business to belong to this organization can not help but be better customers.

"In our own business we find department stores, lumber yards, mail order houses and various other supply houses furnishing our products direct to the consumer. an organization of this kind

It is this condition that hopes to correct.

"By the cooperation of officers and members of this organization, we in turn working with the Salesmen's Auxiliary and our National organization, we can not help but get results, as the object we wish to attain is their object. The National Organization is spending thousands of dollars to correct these conditions and they are having the cooperation of the various organizations throughout all the states and we want Iowa to stand behind them tooth and toe nail.

"We have as the general object of our organization to produce a better installation of our goods and the use of first class materials, to see that our labor is properly and well performed, so that the ordinary guarantees that are required on our various work are easily complied with.

**The reasons for organization in the sheet metal trade are many and various. In Iowa, for example, as President H. L. Barquist of the Iowa Sheet Metal Contractors' Association points out in his address to the first convention of that organization, department stores, lumber yards, mail order houses, and other supply houses, are furnishing sheet metal products directly to the consumer. It is this condition, he says, which the newly formed organization hopes to correct. By the cooperation of officers and members of the association working in turn with the Salesmen's Auxiliary and the National organization, the enormous loss of business due to such condition can be stopped. This is a task beyond powers of the individual sheet metal contractor.**

"The accounting of the ordinary sheet metal business has been very severely neglected. We have speakers who will talk to us on this subject and I am sure they will show the serious losses we have suffered by not keeping a proper cost account.

"One of the paramount issues of the sheet metal contractor today is labor. I wish to state at this time that it is not the object of this organization to work against or harrass in any manner the men who perform our work. The principal object we should have among our workers is to produce better work, thereby making it possible to pay the highest wages and in so doing satisfy our customers and clients.

**Miss Etta Cohn**  
AMERICAN ARTISAN

## MEMBER

**JOBBERS' & SALESMEN'S  
AUXILIARY  
OF THE  
IOWA  
SHEET METAL  
CONTRACTORS  
ASSOCIATION**

### First Annual Convention

**MAY 11-12, 1921**  
**DES MOINES, IOWA**

represented at this meeting and in this territory by Mr. Hutchinson, who will address you at some subsequent meeting, also *Warm Air Heating and Sheet Metal Journal*, which is the organ of our National Association, edited in our behalf by Mr. Edwin L. Seabrook, Secretary of the National Association. We should take these papers, we should read them carefully and we should write to them, ask them the questions that puzzle us and answer the question that may be problems to others, so they will be encouraged in the general work they are doing in behalf of our trade.

"In conclusion I want to ask you to assist the officers of this organization in securing new members.

"I assure you that the officers and directors of your organization are anxious to have it a success, and I know that you are by your presence at this meeting. Let us all get together and make this, our first convention, a success."

Following President Barquist's address came a highly instructive discourse by Arthur P. Lamneck, President National Association of Sheet Metal Contractors. Speaking from a fund of practical experience, President Lamneck emphasized the truth that it is not only necessary to form sheet metal contractors' organizations but once they are started, the members must work hard to keep them alive. The most powerful engine

becomes weak and useless if it be not supplied with the fuel necessary to its operation.

The lack of business training, he said, is the cause of practically all the failures in the sheet metal business, and it is the reason why many sheet metal contractors do not make more money.

"It requires as much brains and skill and ability to run a sheet metal shop," declared President Lamneck, "as any other kind of business."

"There was a time," he continued, "when your competitor was your enemy, when you would rather go ten miles to get a tool or a length of pipe you had forgotten than ask him to lend it to you. You were afraid of each other simply because there was no cooperation between you.

"Formerly it was thought that a trade organization was established merely to raise prices and to find means for over-charging customers. But today organization has for its purpose the betterment of the trade from the side of the customer as well as of the contractor. Organization teaches service. It trains its members to the full understanding of the fact that profit does not come from trickery and deception but from quality and integrity."

President Lamneck urged the Iowa Sheet Metal Contractors' Association not to agree on any fixed scale of

**H. L. Barquist**  
PRESIDENT

**IOWA**

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will realize that you are trying to help in an instructive way and you will have a good competitor.

"An association should concentrate its activities upon the education of its members. Therefore, you should give the benefit of your experience to your fellow mem-

"Cooperate with your competitor," he advised. "Learn from one another and educate one another.

"The new man is the worst competitor because of his ignorance," declared President Lamneck.

"If you run across such a man and he is your competitor, it is because he does not know how to figure. You do know how to figure. Therefore, you should take him in hand. Show him how to figure a job, and after a while he

bers. Thus you will make the best investment possible for any business man."

President Lamneck urged the members of the Iowa Sheet Metal Contractors' Association not to buy from the manufacturer who sells directly to the consumer.

He placed special emphasis upon the advantages of installing furnaces correctly so that the sheet metal contractors might strengthen the standing of their craft among the people and gain a reputation for accuracy, service, and reliability.

At the close of President Lamneck's wise and helpful speech, George Harms of Peoria, Illinois, former President of the National Association of Sheet Metal Contractors, took up the subject of the need of correct furnace installation. The main points of his address are as follows:

**Address on "The Need of Correct Furnace Installation by George Harms, Delivered to the First Annual Convention Iowa Sheet Metal Contractors' Association, May 11th, in Hotel Savery, Des Moines, Iowa.**

"It is not so very long ago that the warm air furnace was only considered as the next step in advance of stoves or fireplace. Hot water and steam were considered as the only good heating plants.

"Much of this was due to the fact that most furnaces were made without any regard to their proper construction for heating, but that at the same time, the main reason was that neither the manufacturer nor dealer paid much attention to proper installation.

"Until the time that our own Harry Hussie, as Chairman of the Furnace Committee of the National Association of Sheet Metal Contractors, talked and preached better furnace business, this business was on the toboggan.

"Through the efforts of Mr. Hussie, the furnace manufacturers were organized and through the foundation that he laid for this committee, considerable attention has been given to proper furnace installation.

"You are aware that through the legislative committees of the Western Warm Air Furnace Manufacturers and Jobbers' Association, with the assistance of committees of the other organizations, an effort was started to pass proper legislation in different states, governing the installation of furnaces.

"You will also know that for the present, this work has been stopped, as it evidently requires more publicity and education, before both manufacturer and dealer can get together on common grounds.

"At the next National Convention of Sheet Metal Contractors, a report on the work of the Trade Development Committee will be made, which will include furnace installation.

"As chairman of the furnace branch of this committee, I expect to present considerable detailed data, together with proper specification. This specification, if accepted by the National Association of Sheet Metal Contractors, can then be considered as official and incorporated into the laws and ordinances of states and cities.

#### Size of Furnace.

"To determine the size of furnace, the following rule is very simple as shown in the 'Handy Estimating Book,' which is issued by our company. It only requires three figures. First the glass surface of the

windows, next the outside wall surface and third the cubical contents of the room. For every foot of glass surface, one inch of pipe area is required. For every ten feet of outside wall surface, one inch of pipe area is necessary and for every one hundred feet of cubical contents of the room, one inch of pipe area is required.

#### Location of Furnace.

"A furnace can not always be located where it would make an ideal installation, as the stairways, partitions, etc., govern this to a considerable degree, but it should be the aim to locate the furnace as near to the center of the house as possible, so that all of the runs of warm air pipe are of equal length, and also see to it that the smoke pipe is as short as possible.

#### Floor of Furnace.

"This should be of either brick, tile, cement or other non-combustible material. Utmost care should be taken that no woodwork is underneath, or near the furnace. The floor should be absolutely flat and level.

#### Mounting Furnace.

"Every piece and section of the furnace should be thoroughly examined, as a factory inspector might have overlooked some defect or otherwise castings may have been cracked or broken in transit.

"Set up all of the different sections and where cement is required, be very careful that the joints are thoroughly filled, as a small open space between the cement may cause a bad leak. Any gaskets that are used should be uniform in thickness and accurately fit the castings between which they are placed. Draw up all bolts tightly and thoroughly examine everything before casing is attached.

#### Casing.

"If of the type ordinarily called Portable Furnaces, the casing should be of not less than number 26 gauge galvanized iron. The base ring must be put on first and before the galvanized iron is applied, the outer edge should be thoroughly cemented, using Portland cement, thereby eliminating the possibility of any dust or dirt entering into the casing at this point.

"The center casing ring is next attached, and the galvanized iron drawn tightly around it. In the same manner put on the next section. This should be lined using either corrugated tin or iron.

"The casing should be attached to the furnace in a manner that will not allow any openings, which might admit dust or dirt from the cellar. The bonnet or top of furnace should be of sufficient height easily to admit the largest round pipe which may be attached to the side of same.

"A bonnet of abundant capacity will act as a reservoir and assist materially in the distribution of heat.

#### Casing Collars.

"The holes for casing collars should be cut in the hood at proper positions, making as near direct run of pipe as possible. They should be cut level on top. They should be drawn to the casing with a flange in the outside and another on the inside making a perfectly fitting and tight joint.

#### Warm Air Cellar Pipes.

"The warm air pipes in basement leading to the different rooms have been determined by the foregoing rule. These should be of bright tin, properly connected over the casing collar on furnace, and conducted in a

straight line if possible to the boot or floor box. Elevate these pipes as much as possible to the boot or register box—with due regard, however, to the bonnet of casing, as the high bonnet is of more value than much elevation.

"Except where the pipe is attached to casing collar, it should be double seamed or lapped and soldered. Do not bend in nor snip any of the connections which may reduce the capacity of the pipe and retard the free flow of air. Where warm air pipes pass through cement, brick or stone walls, a collar should first be placed in same, so that the pipe will not touch the wall or foundation at any point.

#### Dampers.

"A damper should be placed in each warm air pipe, close to the furnace. The handle of the damper should be either at the top or bottom of the pipe, that it can be adjusted to any angle and remain where set.

#### Registers.

"All registers to be of an approved pattern of side wall type, with an abundant capacity readily to discharge the amount of air that the pipes will convey. If floor registers are used, these are to be placed flush with the floor and if it is necessary to remove a joint, to admit of the proper size, a proper header is to be placed between the joists, allowing the register to lie absolutely rigid and flat.

#### Register Boxes or Heads.

"Register boxes or heads are to be made properly to fit the style of register for which they are intended, to be made of bright tin or galvanized iron, double in construction with an air space of not less than  $5/16$  inch all around, the register to be attached to these in a manner that will prevent any leakage of warm air between the joints of the boxes and the register. If floor registers are used and a border is used with the register, a single tin or galvanized box may be used. Without the border, the register box is to be double construction, same as for side wall and to fit closely to the register.

#### Stack or Wall Pipes.

"All stacks or wall pipes, heads, boots, elbows, tees, angles and other connections, shall be made of bright tin or galvanized iron and shall be made double from and including the boot or foot piece in basement to the top of each and every stack and register head on all floors of building. There shall be a continuous uniform air space of not less than  $5/16$  inch, which must be maintained between the outer and inner wall of such pipes and fittings of all kinds, styles and descriptions.

"These heads, pipes, boots and fittings shall be of a style acceptable to the National Board of Fire Underwriters or their equal. All pipes and fittings shall be secured firmly in place by lugs secured to the outer wall of stacks or fittings, and at no time shall nails be driven through these stacks and fittings at any point.

No pipes or fittings shall be permitted which depend wholly on soldered joints for connection.

"The various members shall be attached to each other with joints which are for the purpose intended, air tight.

#### Cold Air.

"Cold air for return circulation shall be of equivalent area to all of the warm air pipes, one or more cold air pipes can be used.

#### Cold Air Face.

"Cold air face to be made of wood, the top of same to be set flush with the floor, must be of sufficient free air capacity to allow an unimpeded flow of air to the full capacity of the pipe to which it is attached.

#### Cold Air Shoe.

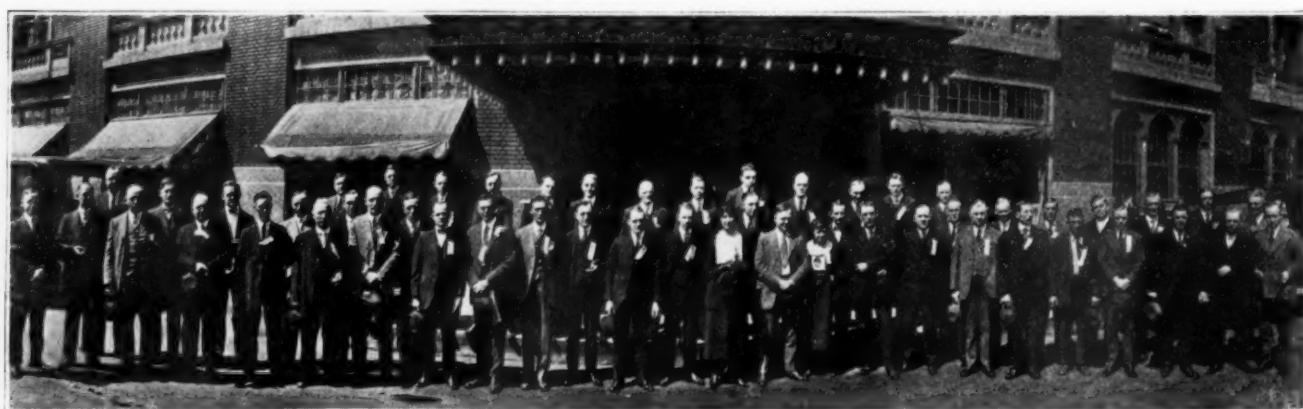
"The cold air shoe or boot shall be connected to the casing immediately above the base casing ring and the opening should not extend higher than on a line level with the grates of the furnace. The width of the shoe should be of proper measurement to make this opening at least the same area as the pipe which is connected to it.

#### Cold Air Connection.

"A register box or plate to be attached to the cold air face and the pipe can either be square or round. This to be made of galvanized iron not lighter than number 26 gauge. All joints to be made tight.

#### Smoke Pipe.

"Smoke pipe shall be as short and direct as possible and to be made of either black or galvanized iron not lighter than number 24 gauge, it must clear any combustible material such as wood work at least 16 inches, and should it pass within 30 inches of any wood work or other combustible material, such material must be covered and protected by metal shield so fastened that a 2 inch air space exists between this shield and the combustible material. This shield to be not less in size than twice the diameter of the smoke pipe, and of sufficient length to cover this combustible material at all points. No smoke pipe shall pass through any wall or floor made of combustible material in the event of the necessity of such an arrangement, these openings should be protected by sheet metal ventilators, with an air space of not less than  $2\frac{1}{2}$  inches on all sides.



Salesmen, Jobbers and Sheet Metal Contractors in Attendance at the First Annual Convention of the Iowa Sheet Metal Contractors' Association, May 11 and 12, in Des Moines, Iowa.

**Protection.**

"When it becomes necessary to place the top of furnace casing or bonnet nearer than 12 inches to the ceiling joists in basement, a metal shield at least 24 inches larger in diameter than the furnace casing shall be hung from the ceiling or joist directly over the casing, permitting a space of at least 1 inch to exist between this shield and the ceiling joist. No furnace casing or bonnet coming nearer than 6 inches of ceiling or joist, shall be allowed in any case. A distance of not less than 8 inches should be maintained between top of any furnace and the top of the casing or bonnet of such furnace.

**Asbestos Covering.**

"The tests made with asbestos coverings according to reports have demonstrated that this does not add to the amount of air conveyed to the rooms. It is shown that with a single covering of asbestos more heat will be lost through the pipes than if no covering were used. I believe that this covering is of value just the same. The slight amount of heat lost through the pipes, in most instances, will assist to take the chill from the basement room through which they pass, and as it has been demonstrated that pipes passing through a very cold room or wall, lose considerable of their efficiency, this through the use of asbestos paper would be partly overcome.

The use of asbestos paper also is the means of closing any openings or joints that may have been overlooked, and therefore, I believe that all pipes should be covered. Some of the manufacturers of asbestos paper are advertising the use of corrugated asbestos paper or Asbestair. This can be done at a little additional cost and would overcome the objection to single asbestos paper and in addition thereto, it makes an absolutely safe covering.

"It may be pointed out that to install furnaces in the manner described before will add considerable to the cost, but the difference between the cost of good and inferior materials is hardly noticeable.

"The time and labor required is practically the same with either class of goods. Good pipes and fittings are usually installed quicker and at the present prices of labor there is a distinct saving with the best goods.

"It is of great importance to collect for furnace work shortly after work is done, as furnace seldom give satisfaction until paid for."

At the close of Mr. Harms address, President Barquist announced the appointment of the following committees:

**Committee on Resolutions—**

W. R. Grissell, Cedar Rapids;  
E. L. Billings, Marshalltown;  
R. T. Northrup, Fort Dodge.

**Auditing Committee—**

L. C. Noland, Boone, Iowa;  
A. L. Adams, Mason City;  
C. M. Smith, Oelwein.

A Welfare Committee of three members was decided on, and Walter Grissell was appointed chairman with instructions to choose the other two members.

Wednesday evening the members of the Iowa Sheet Metal Contractors' Association were guests of the

Jobbers' and Salesmen's Auxiliary at a banquet and entertainment in Hotel Savery.

**Thursday, May 12, 1921.**

The Thursday morning meeting was a closed session devoted to routine business.

All the officers were re-elected for the ensuing term as follows:

President: H. L. BARQUIST, Des Moines;  
Vice-President: FRANK E. RUSSELL, Cedar Rapids;  
Secretary: R. E. PAULEY, Mason City;  
Treasurer: R. L. SPELLERBERG, Dubuque;  
Directors: N. A. LICHTY, J. A. BACHMAN, and J. E. JOHNSON.

The afternoon session opened with a discussion of problems relating to the trade presented through the Question Box, under the direction of a committee composed of N. A. Lichty, Waterloo; J. E. Johnson, Sioux City.

This was followed by the report of the Resolutions Committee to the effect that the Iowa Sheet Metal Contractors' Association go on record as being opposed to the practice of some of the Iowa jobbers in selling directly to the consumers and buyers engaged in other trades at the same price as to the sheet metal contractor.

The Resolutions Committee also suggested that the Welfare Committee investigate all charges of this character and take the necessary steps to correct the evils.

Resolutions of thanks were unanimously voted to Arthur P. Lamneck, George Harms, J. H. Hussie, E. B. Langenberg and the Jobbers' and Salesmen's Auxiliary for splendid cooperation, instruction, and entertainment.

Then came an address by John H. Hussie, representing the National Association of Sheet Metal Contractors, in which he elaborated the advantages of membership in the Iowa Sheet Metal Contractors' Association.

"The benefits of an organization," he said, "are that it puts you in a position to profit by the other fellow. It helps you get knowledge if you seek it. Every member is the most important man in the association. He is the one who makes the association. It is what 'I' do and not what 'we' do that counts. Officers are powerless without the cooperation of the individual member.

"Take an active part in the meetings," he urged. "Do not wait until you leave the meeting place to make your criticisms. Get right up in open meeting and express your opinions. Do not be bashful."

Mr. Hussie said that the local and state associations can be of great help to the members in working out practicable job cards, accounting systems, and the like.

He emphasized the wisdom of selecting good topics for discussion in meetings and by way of example mentioned the following subjects: Handling Men; Advertising, How to Make It Most Effective; Collections, Your Good Accounts and the Dead Beat.

Other topics for discussion at meetings which he mentioned are: time cards; job cards; and overhead expense, with special reference to figuring overhead on average not on overhead of any particular season.

Mr. Hussie concluded with this significant statement: "You can't get interest on your money unless you invest it. Remember, therefore, that you will get out of your association exactly what you invest or put into it."

The subject of overhead was approached from a new angle by E. B. Langenberg, Acting Secretary of the Missouri Auxiliary, St. Louis, Missouri.

He began by saying that inasmuch as Arthur P. Lamneck, George Harms, and John H. Hussie had covered the subject of overhead so thoroughly he did not feel he could say anything further, so he had decided to talk on "Moral and Mental Overhead."

Taking character as the basis of business, Mr. Langenberg showed that it was a threefold application, namely, ability, finance, and experience. Under ability are grouped the qualities of industry, integrity, intelligence, initiative, and intensity and inspiration. As relating to finance, character manifests itself in savings, judicious borrowing, and partnership. Under the classification of experience, character develops with reference to buying, credits, advertising, sales, collections, and costs.

In conclusion, Mr. Langenberg counseled the members of the Iowa Sheet Metal Contractors' Association to "buy slow and sell fast."

Herbert W. Symonds of Symonds Register Company, St. Louis, invited the Iowa Sheet Metal Contractors and members of the Iowa Auxiliary to join the St. Louis delegation on their special cars to the National convention in Pittsburgh next month.

The time and place of the next meeting of the Iowa Sheet Metal Contractors' Association were left to the decision of the Advisory Board. The delegates adjourned with something more permanent in their minds and hearts than the natural enthusiasm of a first convention. They acquired knowledge and new convictions which are certain favorably to affect the conduct of their own business and the development of sound fellowship throughout the sheet metal trade in Iowa.

### Banquet of Iowa Auxiliary Is Feast of Fun

It was "some" banquet which the Jobbers' and Salesmen's Auxiliary tendered to the Iowa Sheet Metal Contractors' Association, Wednesday evening, May 11th, at the Hotel Savery, Des Moines, Iowa. Auxiliary President Blair A. Quick, although he claims it was his first attempt, batted 100 per cent as a Toast Master.

He is a sheet metal contractor, but can not for a moment forget he is also a "Shriner." That is why in order to break the ice he used the song "Za-Ga-Zig," the Des Moines Shriners' song which is sung from coast to coast and which helped get the Imperial Meeting for Des Moines, June 14, 15 and 16.

After the third attempt, it sounded as if there were 1,000 strong at the banquet because with such efficient song masters as President Quick and Secretary Anderson, you couldn't help learning the words and music of Iowa's Famous Corn Song:

We're from I-o-way, I-o-way  
From the grand old land  
Traveling over the sand  
We're from I-o-way, I-o-way,  
That's where the tall corn grows.  
I-o-way, I-o-way.

The "eats" were good, and there was plenty—the

music fine and the cabaret even better, but never were there more clever, witty, and jolly stories told. Not a single long, dry talk marred the banquet. Everything was snappy and to the point.

Although President Quick insisted on calling National President Arthur Lamneck, "Lambsneck," still if the truth be told, our friend "Harry" Hussie was official "goat" and butt of nearly all humor. But then one good thing about "Harry" is that for every slam or roast you give him he can go you at least two better.

National President Lamneck was the first speaker introduced. He spoke briefly on the value of association work.

President Barquist of the Iowa Sheet Metal Association expressed the appreciation of his organization for the wonderful cooperation given them by the Salesmen's Auxiliary.

President Barquist then introduced Miss Etta Cohn, Manager of AMERICAN ARTISAN AND HARDWARE RECORD, Chicago—the only lady present—who in a humorous way referred to the pet hobbies of some of the "shining lights" of the Sheet Metal and Warm Air Heating trades, whose names need not be mentioned, as everybody knows that R. W. Blanchard, E. B. Langenberg, George Harms, "Harry" Hussie and A. P. Lamneck couldn't be dragged away from an Auxiliary banquet.

"Harry" Hussie was next called on by the Toastmaster, as he seemed to be getting nervous for fear he wouldn't get a chance to talk.

Afterward came E. B. Langenberg, George Harms, E. J. Dodd, H. W. Symonds, R. W. Blanchard, A. V. Hutchinson of *Sheet Metal Worker*, and A. J. Matson.

Before the banquet broke up, in order that all might become better acquainted, each guest stood up, announced his name and the name of his firm and his home town.

Well, it was "some banquet" and much credit must be given to the officers of the Auxiliary who arranged it.

The membership of the Jobbers and Salesmen's Auxiliary to the Iowa Sheet Metal Contractors' Association is as follows:

Andrew J. Allen, Cole Mfg. Co., Chicago, Illinois.  
O. F. Alig, Model Stove Co., Des Moines.  
J. P. A. Anderson, Anderson Sheet Metal Works, Des Moines, Iowa.  
C. F. Anderson, U. S. Register Co., Des Moines.  
C. C. Banholzer, Milwaukee Corrugating Co., Milwaukee, Wisconsin.  
C. S. Barge, Ottumwa, Iowa.  
The Beckwith Co., Dowagiac, Michigan.  
R. W. Blanchard, Hart & Cooley, 73 E. Lake Street, Chicago.  
W. P. E. Brouwer, Sparta, Wisconsin, Rock Island Stove Co.  
D. A. Bullman, B. H. Quick & Son, Des Moines.  
J. J. Burgess, Rock Island Register Co., Rock Island, Illinois.  
Miss Etta Cohn, AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Avenue, Chicago, Illinois.  
E. J. Dodd, Sioux City Foundry & Boiler Co., Sioux City, Iowa.  
James F. Flavelle, Meyer Furnace Co., Peoria, Illinois.  
H. L. Frey, U. S. Register Co., Des Moines.  
W. Gunton, R. J. Schwab & Son, Milwaukee, Wisconsin.  
George Harms, F. Meyer & Bros. Co., Peoria, Illinois.  
F. R. Hillwick, Berger Mfg. Co., Chicago, Illinois.  
E. W. Hunter, Lennox Furnace Co., Marshalltown, Iowa.  
J. H. Hussie, Omaha, Nebraska, Fox Furnace Co.  
E. A. Johnson, Wheeling Corrugating Co., Chicago, Illinois.

P. A. Johnson, Charles Johnson Hardware Co., Peoria, Illinois.  
 F. J. Keisel, Lennox Furnace Co., Marshalltown, Iowa.  
 Wm. C. Koenneman, B. H. Quick & Son, Des Moines.  
 A. P. Lamneck, W. E. Lamneck Co., Columbus, Ohio.  
 E. B. Langenberg, Haynes, Langenberg Mfg. Co., St. Louis, Missouri.  
 Elmer L. Lenk, Wheeling Corrugating Co., 3512 North Seeley Avenue, Chicago.  
 D. D. Lewis, 2025 West 4th Street, Sioux City, Iowa, Thatcher Furnace Co.  
 C. P. Lorenzen, Chamberlain Hotel, Des Moines, Williamson Heater Co.  
 R. W. McCaskey, 1514 East 68th Street, Chicago, Illinois, Cole Mfg. Co.  
 W. F. Menk, 712 East 6th Street, Des Moines, Excelsior Steel Furnace Co.  
 A. B. Meston, Buck Stove and Range Co., St. Louis, Missouri.  
 H. C. Middleton, Model Stove Co., Des Moines.  
 J. L. Middleton, Green Foundry and Furnace Works, Des Moines.  
 G. S. Moss, Haynes, Langenberg Mfg. Co., St. Louis, Missouri.  
 A. E. Murray, Globe Stove and Range Co., Kokomo, Indiana.  
 C. H. Peckham, Model Stove Co., Des Moines.  
 A. G. Pedersen, AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Avenue, Chicago, Illinois.  
 Edson Perry, Milwaukee Corrugating Co., Milwaukee, Harry M. Plummer, Standard Furnace & Supply Co., Omaha, Nebraska.  
 Blair A. Quick, B. H. Quick & Son, Des Moines.  
 Louis Roos, B. H. Quick & Son, Des Moines.  
 A. J. Ross, The Henry Furnace & Foundry Co., Cleveland, Ohio.  
 P. E. Sauerwein, Milwaukee Corrugating Co., Milwaukee, Wisconsin.  
 Edwin A. Scott, E. A. Scott Pub. Co., 156 5th Avenue, New York.  
 C. H. Schechter, Lennox Furnace Co., Marshalltown, Iowa.  
 C. C. Sinclair, Premier Warm Air Heater Co., Dowagiac, Michigan.  
 E. E. Stoffer, Rock Island Stove Co., Rock Island, Illinois.  
 H. W. Symonds, Symonds Register Co., St. Louis, Missouri.  
 J. M. Thomas, Cole Mfg. Co., Chicago, Illinois.  
 F. R. Vaughn, Green Foundry & Furnace Works, Des Moines, Iowa.  
 R. A. Walker, Model Stove Co., Des Moines.  
 W. G. Wise, Wise Furnace Co., Akron, Ohio.  
 Benjamin Wolff, Benjamin Wolff and Company, Chicago, Illinois.

### Iowa Auxiliary Holds Brief Business Meeting.

The Jobbers and Salesmen's Auxiliary to the Iowa Sheet Metal Contractors' Association held a brief meeting Wednesday afternoon, May 11th with President Blair A. Quick in the chair.

The minutes of the February meeting were read and approved.

It was decided to adopt the same constitution as that of the Illinois Auxiliary with the exception of some unimportant minor changes.

Temporary officers of the Iowa Auxiliary chosen at the February meeting were elected to hold office for the ensuing year there as follows:

President: BLAIR A. QUICK, B. H. Quick and Son, Des Moines;

Vice-President: HARRY C. MIDDLETON, Model Furnace Company, Des Moines;

Treasurer: WILLIAM KOENNEMAN, B. H. Quick and Son, Des Moines;

Secretary: C. F. ANDERSON, U. S. Register Company, Des Moines.

Louis Roos of Des Moines was chosen to fill the office of Sergeant-of-Arms under the new constitution.

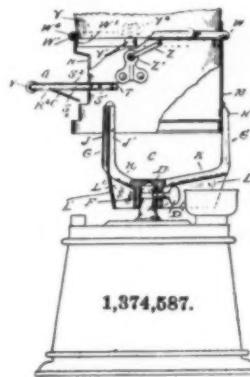
A Membership Committee was appointed consisting of the following:

G. S. MOSS, Des Moines;  
 C. H. SCHECHTER, Marshalltown;  
 F. R. VAUGHN, Des Moines;  
 EDSON PERRY.

It was the sense of the meeting that this Membership Committee is to have the vigorous help of every member of the Iowa Auxiliary in its task of strengthening the ranks of the Association.

### Assigns United States Patent Rights for Firepot.

Under number 1,374,587, United States patent rights have been granted to Charles R. Lambert, Detroit, Michigan, assignor to Clayton and Lambert Manufacturing Company, Detroit, Michigan, a Corporation of Michigan for a firepot described in the following:



In a fire pot, the combination with a main body portion and a tank or other supporting member, of a sheet metal standard mounted on said tank and having integral upwardly extending arms secured to said body portion, said body portion being provided with a shield and a sheet metal support for said shield, said support being bent to form a central cylindrical portion connected to the channel shaped arms.

### Get Interest on Your Interest in Your Trade Association.

Speaking this week at the first annual convention of the Iowa Sheet Metal Contractors' Association John H. Hussie, Secretary of the Western Warm Air Furnace and Supply Association, that "you get interest only on the amount of money which you invest."

He applied this fact to membership in a trade association by declaring that you get out of such an organization what you put into it—plus interest in the former of increased knowledge of your craft and improvement of your ability as a business man.

In other words, you get interest on the interest which you take in your association.

Merely paying dues and listening silently to the discussions at meetings will earn you only a small return on your membership.

The more actively you engage in the workings of your association the greater will be the benefits which you derive from it.

You will find that other members in your association have solved the problem of accurate cost accounting and that they are willing to give you the results of their experience.

Still others have succeeded in greatly increasing their business by various effective advertising methods.

They will gladly assist you in adopting similar methods for the enlargement of your business.

All these helps and experiences are the interest which your association pays you for the interest you take in it.

# *The Kind of Noise Which You Make in the World Is a Sure Index to Your Character and Your Business.*

*A Strong Wagon Makes a Strong Sound, While a Weak Wagon Makes a Weak Noise, Because Nature Never Gets Her Vibrations Mixed.*

Written Especially for AMERICAN ARTISAN AND HARDWARE RECORD by J. C. Greenberg,  
Peoria, Illinois.

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Do you remember when you were a kid out in the country? Do you remember how everything was recognized by you according to the noise it made?



For instance, if Si Hopkins's wagon was rumbling along you knew it was his wagon by the kind of noise it made. You could in the same way tell other wagons by the noise they made. Old man Holmes' new Stoddard wagon made a healthy noise. It had no rattle. Bill Perkins' old wagon made a shaky rattle. Jim Krumms' wagon creaked like the devil when it was loaded,

J. C. Greenberg

and the Heinie Klines' wagon always needed axle grease.

You could in every case tell what kind of a wagon it was without looking. Their various noises advertised them. You also noticed that the empty wagons made the most noise.

Now then, just why does the noise proclaim the wagon? Just why does every wagon make its own peculiar noise? The reason is that noise is caused by vibration. The number of vibrations regulates the noise, and a certain number of vibrations always make the same kind of noise.

A strong new wagon makes a strong solid sound, while a weak and wobbly wagon will make a loose, rattly noise. An empty wagon will make a loud, hollow sound. This is true always. Nature never gets her vibrations mixed.

It is just the same with mankind. Each one of us has his own kind of noise. You can always tell the strong solid business man by his good strong, solid noise.

You can tell that weak loose business man by his complaining loose, weary noise, and you can always tell that empty-headed business man by the hollow noise he makes.

Just what kind of wagon are you? What kind of a noise do you make? Are you making that strong substantial kind of noise that makes men wish they

could hitch on? You as a business man are vibrating all the time and these vibrations go out to your fellow man. Is the noise you make a pleasing one, or one that jars the listening ear? Do men want to hear your noise, or do they stuff their ears? Remember, brother, you must make some kind of noise. You can not get away from it.

Perhaps your noise is nothing but a rattle. Perhaps it is nothing but that shaky, loose, jiggly kind of noise that gets on a man's nerves. Are your business planks and bolts, and screws all there, or are some of them missing? Have you got the mental price to get new bolts and screws for the missing ones? Have you got the courage to hold together till you can get fixed up, or are you all in?

Can you stand up under a load without creaking and kicking and yelling for help? Can you carry the business load that you think you have capacity for? Are you the kind of wagon you think you are?

Maybe you are a pretty good wagon, and all you need is the good old grease of ambition. You can never tell. It may be that you are all there but your mental machinery is slow and squeaky.

If you have that loose, shaky, jiggly noise remember that you need a tightening up. Tighten up your boards of faith, get new bolts of responsibility, examine the nuts of courage, get the wrench of temperance, paint up with truth, and trim it with justice. Do this, and you will have a good reliable wagon.

If you creak under a load it is because your wishbone is where your backbone should be. That wagon you represent, is a good wagon, it creaks, but does not break—it just creaks. Confidence will fix your old wagon. All you need is confidence that as long as the wheels go round, you will carry the load. Stop creaking, and have confidence.

You may be a real good wagon, but you squeak. That squeaky noise is unpleasant to the ear of the business world. Grease up. Get some new life into your old but good frame. Stop whining and complaining. Get that peppy ambition to working and grease up. If you have no ambition, use the sweat of your brow. This will grease any old wagon and give it a good start to the grease can.

Get rid of that empty resounding boom, and talk sense. Become a useful wagon, or stop holding the parade up. Your noise does not mean anything. Get a load—be useful, render service. When you will do this, your noise will be a welcome one, and the world will greet you as a benefactor. What kind is your noise?

# Torch Is One of Principal Tools in Repairing Automobile Radiators.

Written for AMERICAN ARTISAN AND HARDWARE RECORD  
by F. L. Curfman, Maryville, Missouri.

In this article we shall explain and demonstrate some of the various ways in which the torch is used on what we may call major jobs in automobile radiator repair work.

After the proper cleaning process any place on brass or copper can be made to tin by heating to the proper temperature, squirting on a soldering flux and applying solder. The cleaning must be thorough, whether done with a scraper or acid; if with acid, it must afterwards be washed, preferably with a lye solution to neutralize the acid.

If you wish to solder a leak in the cell of a honeycomb type, first locate the leak, then with a cell scraper clean the surface around same thoroughly; this cleaning can be done with muriatic acid applied with a cloth attached to a wire or if you have one, a bristle brush such as used for cleaning pistols. After this process

to the end of tube; when heated to a point quite a little hotter than the melting point of solder squirt on a soldering flux, continue holding the point of flame on tube, apply wire solder. If heat has been brought to the proper point when soldering flux was applied the solder will flow smoothly around the tube. If to build heavier with solder around tube, hold torch a few seconds at a time on the tube and apply solder.

The accompanying illustration shows the workman with a tube hot ready to apply the flux with the squirter.

After a few trials you will experience no difficulty in repairing these tubes in this way. If the top or bottom piece which the tubes enter happens to be copper, it will require a more concentrated flame and a longer time to bring to the proper heat to make the work effective.

The frost broken tubes in the tube and fin type can be successfully soldered with the torch without removing the fins. This process is done, first by thoroughly clean the radiator. The cleaning varies with the condition of the radiator. If it is a fresh break all that is necessary is boiling in lye water and washing thoroughly with hose. Build a boiler large enough to accommodate the radiator that can be heated quickly; use one can of common Lewis lye to about ten gallons of water, bring water to boiling point before placing radiator in it. Allow to boil about twenty minutes, take out and wash with hose, and wipe all polished brass immediately with clean, dry cloth.

If the radiator has been permitted to leak for some time while the tubes are spread, after the boiling process, it should be allowed to stand a few minutes in an acid bath composed of 50 parts water and 50 parts muriatic acid. A lead lined tank should be used to hold this solution with convenient way to draw out, as it should not be allowed to stand in this tank any great length of time. Draw out and keep in jugs or like vessels. If several radiators are to be repaired, they can all be gotten ready at once, as they will stand several days after being prepared before they are worked on.

When you are ready to solder, stand radiator on edge with tubes horizontally with top inclined back a trifle as shown in cut. Knowing ninety per cent of the sheet metal shops haven't light sufficient to do this work, we suggest the use of the electric lamp on the head as shown in the cut; in fact, we have to use them in our own repair department. This is the regular lamp attached to a cap padded with asbestos. When the fins have been straightened, with this light one can see the seams on any of the tubes. Two courses can be followed in soldering these tubes: first mark the line of freeze, close all the tubes first, then solder every tube. Second, or the method we use, apply the torch to the open seams when hot enough to melt solder, squirt on a flux and apply a small portion of solder.



Figure 6. Showing Use of Needle Point Torch.

it is very necessary that you wash thoroughly with the lye solution; otherwise the acid will continue to eat the metal after you have finished.

When thoroughly cleaned apply needle flame torch in the cell; when hot enough to melt solder, squire on a soldering flux. This will temporarily cool the place to be soldered, continue to hold flame on puncture until it again comes to the melting point of solder, then apply wire solder and if the cleaning has been thorough the solder will flow over the metal covering the puncture.

The 1917 and 1918 models of Ford radiators have been giving lots of trouble where the tubes enter the tanks. Here is your process for soldering them: Stand radiator on end, according to which end of tubes you are working on, apply the needle point flame to the end of tube until solder melts; then, still holding flame on tube, take the V end of a Number 25 Cell Scraper and clean off all the original solder and lime deposit around tube, not necessarily scraped bright—just the rough, then thoroughly soak the end of the tube and surface around it with straight muriatic acid. Let stand a few minutes, then wash using hose, place radiator again in the vertical position, applying the torch

If tubes are in proper cleaned condition the solder will flow along the seam and tin. While still hot close the seam and apply more solder. If several seams happen to be up in the same row they can all be soldered with the one heating. When all seams that are up have been soldered, turn radiator end for end, then turn other side towards you and work both ways on that side, giving four position. After this has been done you are ready to try out, as it is only by chance you have soldered all the leaks, and some seams the solder has



Figure 7. Gasoline Blow Torch With Wide Open Port.

run out. As you now have the radiator wet with flux, it can only be tested by dipping in tank and applying air, locating the leaks by the bubbles, mark these leaks and solder, taking the worst one first. Here is where you are very apt to burn the edges of the fins. Move the flame of torch back and forth and if the fins get red hot take the torch away a few seconds. For this work an intense flame can not be used successfully; what you want is volume of heat, particularly on a badly frozen one. There may be gas torches made that we do not know about, not having natural or coal gas to experiment with. The torch we have used most successfully is the regular gasoline blow torch with the port opened a trifle more than usual, giving more of a red, bushy flame than the regular blue flame they usually have.

*NOTE: This is the fourth of a series of articles dealing with automobile radiator repair work. Other articles of the series will be published in forthcoming issues.*

### Milwaukee Sheet Metal Local Holds Monthly Meeting.

One of the encouraging reports made at the monthly meeting of the Master Sheet Metal Contractors' Association of Milwaukee, Wisconsin, held May 4th, was rendered by Paul L. Biersach.

He announced that the committee soliciting subscriptions for the proposed book of the National Association on Trade Development had obtained \$580 up to date.

Delegates to the convention of the National Association of Sheet Metal Contractors, to be held June 14, 15, 16 and 17, 1921, Pittsburgh, Pennsylvania, were elected as follows: Louis Hoffmann, O. A. Hoffmann,

and Frank Romberger. Alternate delegates chosen are: R. Jeske, William Hamann and Paul Biersach.

On motion by Mr. Biersach, seconded by F. Romberger, Eugene Gissinger, 129 State Street, Wauwatosa, Wisconsin, was accepted as a member of the Milwaukee Association.

John Bogenberger made a complete report in behalf of the delegation that visited the Chicago Association, May 3rd.

A letter was read from the Badger State Advancement Association of the Blind requesting a donation. Upon motion by Mr. Romberger, seconded by O. A. Hoffmann, \$10 was donated to the cause.

### Notes and Queries.

#### Wash Boiler Covers.

From F. J. Groff, Remsen, Iowa.

Please advise where I can obtain Number 9 pressed wash boiler covers.

Ans.—Geuder, Paeschke and Frey Company, 1314-1700 St. Paul Avenue, Milwaukee, Wisconsin; Atlantic Stamping Company, 156 Ames Street, Rochester, New York; Republic Metalware Company, Buffalo, New York.

#### Charcoal Sadiron.

From C. A. Peck Hardware Company, Berlin, Wisconsin.

Kindly let us know where we can secure a family size charcoal sadiron.

Ans.—Bless and Drake, 175 N. J. R. R. Avenue, Newark, New Jersey; Illinois Iron and Bolt Company, Carpentersville, Illinois.

#### "Quick Meal" Kerosene Oil Stove.

From W. P. Myers, Linden, Michigan.

Can you tell me who makes the Quick Meal kerosene oil stove?

Ans.—Quick Meal Stove Company, 825 Chouteau Avenue, St. Louis, Missouri.

#### "Alaska" Ice Cream Freezer.

From C. R. Oberholtzer, 509 West Maumee Street, Angola, Indiana.

I would like to know who can furnish repairs for the Alaska ice cream freezer.

Ans.—Alaska Freezer Company, Winchendon, Massachusetts.

#### Slate Roofing.

From C. R. Oberholtzer, 509 West Maumee Street, Angola, Indiana.

Please inform where I can procure slate roofing in different sizes, colors, and in quantities of 50 to 500 at a time.

Ans.—American Sea Green Slate Company, Granville, New York (Sea Green and Purple); Knickerbocker Slate Corporation, 153 East 38th Street, New York City (Red); Vendor Slate Company, Bangor, Pennsylvania (Variegated, Purple and Green); General Slate Company, 148 State Street, Boston, Massachusetts (Unfading Blue-Gray); Portland Monson Slate Company, Portland, Maine (Black).

#### Percolator Parts.

From Peoples Hardware Company, Clinton, Missouri.

We would like to know where we can procure parts for a percolator marked "Meteo Pure Aluminum 9993 Manning, Bowman and Company."

Ans.—Manning, Bowman and Company, Meriden, Connecticut.

# Illustrations of New Patents

*Watch This Page. Keep Yourself Informed Concerning Improved Devices Which May Save Labor in Your Shop or Add Another Source of Income to Your Retail Store.*

1,370,681. Door Latch. Arthur E. Bloxsom, Pueblo, Colo. Filed June 18, 1919.

1,370,696. Fishline Leader. Albert V. Lindquist, Alexandria, Minn. Filed February 18, 1920.

1,370,704. Stove. Frank A. Nieberding, Cleveland, Ohio. Filed March 26, 1917.

1,370,717. Oven Rack. Andrew Vacarezza, Vineland, N. J. Filed January 13, 1920.

1,370,722. Heating Device For Fireless Cookers. Harry C. Adam, St. Louis, Mo. Filed March 30, 1920.

1,370,733. Wrench. Michael A. Crozier, New York, N. Y. Filed September 27, 1919.

1,370,785. Automatic Damper. Thomas S. Cooper, Charleston, W. Va., assignor to Kooper Damper Co., a Corporation of Delaware. Filed November 13, 1919.

1,370,839. Adjustable Socket Wrench. Morton H. Redenbaugh, Toledo, Ohio. Filed March 31, 1920.

1,370,863. Cover for Dutch Ovens and the Like. Bernard P. Wagner, Sidney, Ohio, assignor to The Wagner Manufacturing Company, Sidney, Ohio, a Corporation of Ohio. Filed January 14, 1920.

1,370,916. Electric Sadiron. Samuel I. Russell, Chicago, Ill. Filed October 6, 1920.

1,370,917. Igniter for Gas Stoves. Arnold O. Rutz, Milwaukee, Wis., assignor to Milwaukee Gas Specialty Company, Milwaukee, Wis., a Corporation of Wisconsin. Filed February 7, 1917.

1,370,931. Pipe Tongs. Thomas Thomas, Bayonne, N. J. Filed April 19, 1919.

1,370,935. Safety Razor. Winfred H. Van Gorder, Brooklyn, and Christian E. A. Gronbech, Woodhaven, N. Y. Filed May 15, 1919.

1,370,976. Door Fastener. Frederick Knowlson and John Huber Stevenson, Ann Arbor, Mich. Filed October 16, 1920.

1,370,981. Clothes Hanger. Frank M. McGowan, Springfield, Ill. Filed December 15, 1920.

1,370,994. Clamp and Dog Combination. Rudolph Pomerenke, New Britain, Conn. Filed July 14, 1920.

1,370,995. Jack-Knife. Burton A. Prince, Westfield, Mass. Filed December 2, 1919.

1,371,026. Wire Fence Stretcher. William N. Harsen, Attica, Mich., assignor of one-half to Lewis T. Dennis and Harry E. Palmer, Imlay City, Mich. Filed July 12, 1919.

1,371,057. Stove. Fred E. Russell, Langhorne, Pa. Filed February 13, 1920.

1,371,070. Rat Trap. Theodore Vanderbilt Clapp, Springfield, Mass. Filed September 16, 1920.

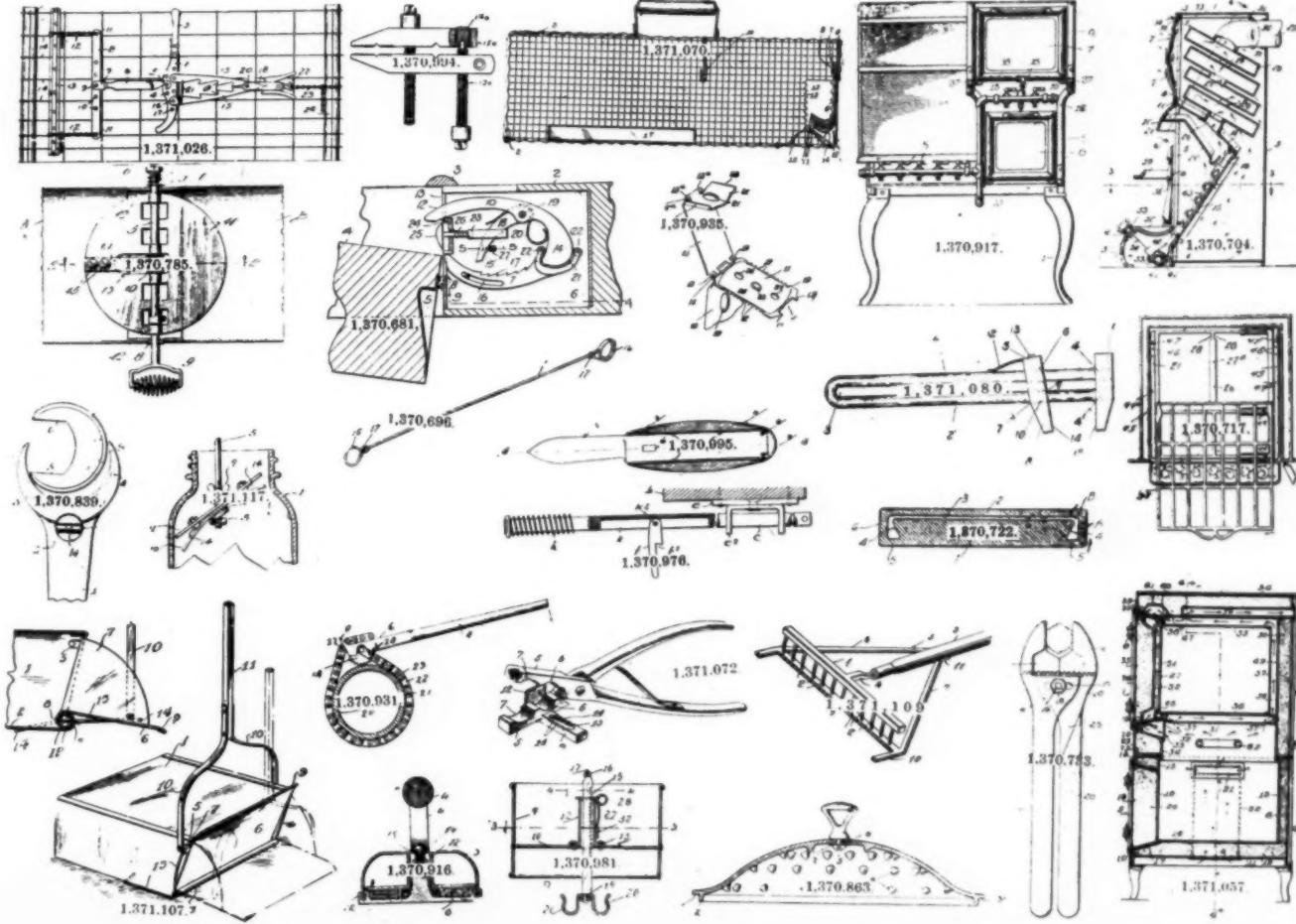
1,371,072. Pecan Nutcracker. St. George Craig, Henderson, Ky. Filed October 25, 1920.

1,371,080. Quick Acting Wrench. Robert E. Dupuy, Summer Lake, Oreg. Filed March 27, 1919. Renewed January 26, 1921.

1,371,107. Dustpan. Wilson Newman, Ardmore, Okla. Filed July 30, 1920.

1,371,109. Self-Cleaning Hand Rake. Oscar Victor Parsons, Afton, Iowa. Filed June 26, 1918.

1,371,117. Churn. William T. Roberts, Indianapolis, Ind. Filed September 25, 1920.



# *Weekly Report of the Markets*

*General Conditions in the Steel Industry. Review of Prices and Tendencies in Sheet Metals, Pig Iron, etc.*

## **DULLNESS CONTINUES TO RULE THE STEEL INDUSTRY.**

From present indications there is no prospect of an early buying movement of a general nature in the steel market.

The belief is spreading that the independents contemplate a further reduction in wages so as to accomplish a lower price level. As much as this has been said in one or two instances.

The independents have already accomplished a reduction in wages ranging from 20 to more than 30 per cent already.

High freight rates is the other stumbling block. The wage reduction by the corporation is most severely felt in and around Pittsburgh as a great number of the mills of the leading interest are situated in this district.

Union leaders and representatives of the independent steel interests will meet in Atlantic City late in the month to confer over the wage agreement for the next scale year starting July 1.

The operations of the steel mills throughout the country are estimated at approximately 35 or possibly 40 per cent of capacity, and neither the leading interest nor the independents seem to have the advantage over the other at the present time.

This week, as was the case during the two preceding weeks, the increased demand for steel sheets, bars, etc., from the automobile manufacturers has been the bright spot in the market.

There is a surprisingly small amount of price cutting from the level lately established by the independents and the corporation and virtually none by the larger independent interests.

Much of the tonnage on the order books of the independents at present was taken at the low prices ruling prior to the "stabilizing" of prices and is being delivered at these quotations, which brings to light the fact that when prices are reduced all unfilled orders are affected, but when prices are advanced the orders already booked are unaffected by the change.

There is some shading being done by the steel warehouse interests and jobbers in different parts of the country, and the fact has been brought out lately that not all of the surplus stock bought at high prices during the boom times last year has been liquidated.

This is made evident from time to time when distress lots of different steel products are thrown on the market for what they will bring.

### **Steel.**

Orders for trade supplies seem to be coming in in better volume, but outside of the placing of orders for some 15,000 tons of steel rails by the electric roads of St. Louis and Detroit there is very little doing in this line.

The Gary rail mill of the leading interest, however,

seems well supplied with bookings. It is reported that the contract for the 8,415 tons of steel to be used in the Statler Hotel, Buffalo, was placed at \$69 fabricated and delivered Buffalo.

There is an inquiry out for 2,000 tons of reinforcing bars for a job in Detroit and a similar amount for a job in Cleveland.

There is a price war on among cast iron pipe makers in and around the New York district who are anxious to liquidate stocks on a still falling market.

Some of these shops are making up pipe from iron that they contracted for at \$50 a ton and which they have been forced to accept.

Now after conversion they are selling the finished product for \$45 a ton in anticipation of still lower prices which would add materially to the loss they are already accepting.

### **Copper.**

A stronger and more confident tone prevails in the copper trade. Domestic consumers are showing more interest and are keeping in touch with the market but thus far their purchases have not been important.

There are more inquiries for wire and rolled products and also more interest in castings. Power and light companies are negotiating and telephone companies have recently made some purchases.

Consumers of unwrought copper, however, thus far have had enough metal due them on contracts to take care of any increase in their consumptive needs.

It is significant, however, that prices both in the major and outside markets are about  $\frac{1}{8}$  cent higher than they were a week ago and are steadily hardening under the influence of the better statistical position of the producers.

Output of both refined and blister copper since May 1st is understood to have shown a very sharp decrease, in fact, during the current month it is doubtful if total production from domestic and foreign material combined will be as much as 40,000,000 pounds.

There is better buying on foreign account and more inquiries are in the market from Japan as well as from Europe.

Through the Export Association, European consumers are understood to have purchased about 6,000,000 pounds since May 1st and in the outside market here, inquiries are coming from speculative dealers in France, Great Britain and Japan.

When the German reparation matter has been settled, trade with Europe will undoubtedly be stimulated and speculators are anticipating the improvement that will naturally arise from a more settled political situation.

### **Tin.**

During the past two months the tin market has on several occasions shot upwards, but in each and every

instance the advance has been brought to a halt by the failure of the American consumers to buy.

Much has been said about the cheapness of tin and consumers are not disposed in any way to argue the point, but with business in its present condition they see no good reason for the market advancing and have regularly refrained from buying on the rises.

All things considered, however, tin is cheap and if consumers wait until their necessities force them to come into the market as buyers they will be forced to pay a higher price for their supplies.

There are bound to be reactions in the market and consumers would do well to take advantage of these to cover some of their anticipated requirements.

As evidence along this line, attention may be directed to the fact that pig tin advanced  $1\frac{1}{4}$  cents per pound, from 35 cents to  $36\frac{1}{4}$  cents in the Chicago market and bar tin also  $1\frac{1}{4}$  cents per pound, from 37 cents to  $38\frac{1}{4}$  cents.

### **Lead.**

The leading interest advanced the price of lead Tuesday of this week from 4.75 to 5 cents a pound for both New York and St. Louis deliveries.

The outside market continued to advance with buyers bidding 10 points higher at 5.10 cents and sellers holding out for 5.40 instead of the 5.20 cent price of the day previous. These are the New York prices and 5.20 cents is considered a fair settling price.

In St. Louis the market advanced also and the settling price was 10 points higher at 4.95 cents. Bids of 4.75 were in evidence and the asking price was 5 cents.

Chicago prices are 25 points higher than last week, American pig lead having advanced from \$5.25 per hundred pounds to \$5.50 and other forms of lead in proportion.

Joplin advices state that another advance in lead ore prices occurred last week and amounted to \$2.50 which has started production in several quarters. High grade sulphide ore is now quoted at \$56.10 and the 80 per cent grade at \$57.50.

### **Solder.**

Chicago prices of solder increased \$1.25 per hundred pounds during the week. Quotations now in effect are: Warranted, 50-50, per hundred pounds, \$23.00; Commercial, 45-55, per hundred pounds, \$21.50; and Plumbers', per hundred pounds, \$20.25.

### **Zinc.**

The situation in the St. Louis zinc market shows signs of weakness. The amount of buying at the present time is as small as at any time in the past two or three months.

On the other hand the closing down of additional mines and smelters at the end of April should have the effect of speedily reviving slab zinc prices and a number of sellers continue to hold their stocks from the market or at prices considerably above the market.

Joplin shipments last week amounted to 5,337 tons as against 4,461 tons the week before while shipments since the first of the year total 100,575 tons as compared with 238,811 tons during the corresponding period last year.

### **Sheets.**

Opinion is divided as to whether any business has been accepted by sheet mills in the past few days at prices ruling before the recent advance.

In most quarters it is claimed that the withdrawal of the old prices became complete some time ago, so that any business accepted now is at the regular quoted figures.

The question does not apply to the American Sheet & Tin Plate Company, as its price change was a reduction.

The company has a good many hundred thousands of tons of old contract tonnage on books, the price on which has been reduced, and nearly all the business now being received by the company is in the form of specifications against these contracts.

It is stated on behalf of independent sheet mills that the average operation of the independents as a whole has now reached nearly 50 per cent, being at any rate well above 40 per cent, and this is more than double the rate of operation in the first two or three weeks of the year.

### **Tin Plate.**

Tin plate prices are said to be going down to pre-war levels, and the common statement in the trade is that the stocks are slow in liquidation because the retailers generally are holding out for high prices. The chain stores are said to be an exception in this respect, but the majority of the public is not yet hard up enough to hunt up the cheapest sources of supply.

With light consumption this year in the regular canning crops, and with general line trade decidedly slack, and stocks of paint and other commodities to be liquidated, the demand for tin plate is naturally light and it is certain that 1921 will be decidedly an "off" year.

In the Chicago market a further decrease has taken place in the price of coke plates, the 20x28 cokes, 180 pounds, have declined from \$14.80 to \$14.20 and other weights and qualities in proportion.

### **Old Metals.**

Wholesale quotations in the Chicago district which should be considered as nominal are as follows: Old steel axles, \$14.50 to \$15.00; old iron axles, \$24.00 to \$25.00; steel springs, \$12.50 to \$13.00; No. 1 wrought iron, \$10.50 to \$11.00; No. 1 cast, \$14.00 to \$14.50; all per net tons. Prices for non-ferrous metals are quoted as follows, per pound: Light copper, 7 cents; light brass, 4 cents; lead, 3 cents; zinc, 2 cents; cast aluminum, 10 cents.

### **Pig Iron.**

The daily pig iron output is down to the lowest level it has touched since the year 1908, and the April production amounted to only 1,193,041, as compared with 1,595,522 tons in March.

Fifteen furnaces were either banked or blown out during April, and but nine blown in, and the month of May started with but 96 furnaces producing, as against 319 October 1, 1920.

W. P. Snyder & Company estimate the average price for basic iron during April at \$22.50, as against \$24.50 in March, and that of Bessemer at \$25, as compared with \$26.20 during March. These prices are f. o. b. Valley furnace.

# Current Hardware and Metal Prices.

AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing Western Hardware and Metal prices corrected weekly.

METALS	HARDWARE		BEVELS, TEE.
<b>PIG IRON.</b>	<b>ADZES.</b>	Scratch. No. 1S, socket Handled .....per doz. \$ 2 50 No. 344 Goodell- Pratt, list less.....35-40% No. 7 Stanley...per doz. \$ 2 25	Stanley's Rosewood handle, new list .....Nets Stanley iron handle.....Nets
Northern Fdy. No. 2.....\$24 70 Southern Fdy. No. 2.....29 67 Lake Sup. Charcoal.....38 50 Malleable .....24 70	Carpenters'. Plumbs.....Per doz. \$29 00	<b>AXES.</b>	Zinced .....55% Brass .....40% Brass, plated.....60%
<b>FIRST QUALITY BRIGHT TIN PLATES.</b>	<b>Coopers'.</b> Barton's .....Net White's .....Net	First Quality, Single Bitted, 3 to 4 lb., per doz. 16 50 First Quality Double Bitted .....per doz. 22 50	<b>BINDING CLOTH.</b>
Per Box	Railroad. Plumbs.....Per doz. \$30 00	Broad. Plumbs. Can. Pat., 6-lb. 65 00	<b>BITS.</b>
IC 14x20 112 sheets \$12 50 IX , 14x20.....13 60 IXX 14x20.....15 20 IXXX 14x20.....16 60 XXXX 14x20.....18 10 IC 20x28.....25 00 IX 20x28.....27 20 IXX 20x28.....30 40 IXXX 20x28.....33 20 XXXX 20x28.....36 20	<b>AMMUNITION.</b> Shells, Loaded, Peters. Loaded with Black Powder, 18% Loaded with Smokeless Powder .....18%	Single Bitted (without handles). Plumbs, 4½-lb.....19 50 Double Bitted (without handles). Plumbs, 4½-lb.....23 50	Auger. Jennings Pattern.....Net Ford Car.....List plus 5% Ford's Ship..... " " 5% Irwin .....35% Russell Jennings.....plus 20% Clark's Expansive.....33 1/3% Steer's " Small list, \$22 00. 5% " " Large " \$26 00. 5% Irwin Car.....35% Ford's Ship Auger pattern Car .....List plus 5%
<b>COKE PLATES</b>	Winchester. Smokeless Repeater Grade, .....10 & 4% Smokeless Leader Grade, .....10 & 4% Black Powder.....10 & 4%	Pounds .. 10 16 20 25 Per 1000..\$5 00 6 50 7 50 9 00	Center .....10%
Cokes, 180 lbs.... 20x28 \$14 20 Cokes, 200 lbs.... 20x28 14 50 Cokes, 214 lbs.... IC 20x28 14 85 Cokes, 270 lbs.... IX 20x28 16 65	U. M. C. Nitro Club.....18% Arrow .....18% New Club .....18%	<b>BAGS, PAPER, NAIL.</b>	Countersink.
<b>BLUE ANNEALED SHEETS.</b>	Gun Wads—per 1000. Winchester 7-8 gauge 10&7½% " 9-10 gauge 10&7½% " 11-28 gauge 10&7½%	V. & B. No. 12.....\$0 45 V. & B. No. 24..... 0 75 V. & B. No. 324..... 0 80 V. & B. No. 30..... 0 85 V. & B. No. 330..... 0 90	No. 18 Wheeler's..per doz. \$2 25 No. 20 " .. " \$ 0 00 American Snailhead " 1 75 " Rose " 2 00 " Flat " 1 40 Mahew's Flat .... " 1 60 " Snail ... " 1 90
Base.....per 100 lbs. \$4 13	Powder. Each	<b>BASKETS.</b>	Dowel. Russel Jennings.....plus 20%
<b>ONE PASS COLD ROLLED BLACK.</b>	DuPont's Sporting, kegs. \$11 25 " ¼ kegs 3 10 DuPont's Canisters, 1-lb.. 56 " kegs 22 00 " ¼ kegs 5 75 " canisters 1 00	Clothes. Small Willow...per doz. \$15 00 Medium Willow. " 17 00 Large Willow... " 20 00	Gimlet. Standard Double Cut Gross \$3 40 Nail Metal Single Cut .....Gross \$4 00-\$5 00
No. 18-20.....per 100 lbs. \$5 20 No. 22-24.....per 100 lbs. 5 25 No. 26.....per 100 lbs. 5 30 No. 27.....per 100 lbs. 5 35 No. 28.....per 100 lbs. 5 40 No. 29.....per 100 lbs. 5 50	Hercules "E.C." kegs.....22 50 Hercules "Infallible," 25-can drums .....22 00 Hercules "Infallible," 10-can drums .....9 00 Hercules "E.C." and "Infallible," canisters.....1 00	Galvanized. 1 bu. 1½ bu. Per doz.....\$16 08 \$18 72	Reamer. Standard Square....Doz. \$2 50 American Octagon.... " 50
<b>GALVANIZED.</b>	Hercules W. A. 30 Cal. Rifle, canisters .....1 25 Hercules Sharpshooter Rifle, canisters .....1 25 Hercules Bullseye Revolver, canisters .....1 00	<b>BEATERS.</b>	Screw Driver. No. 1 Common..... 20 No. 26 Stanley..... 75
No. 16.....per 100 lbs. \$5 65 No. 18-20.....per 100 lbs. 5 80 No. 22-24.....per 100 lbs. 5 95 No. 26.....per 100 lbs. 6 10 No. 27.....per 100 lbs. 6 25 No. 28.....per 100 lbs. 6 40 No. 30.....per 100 lbs. 6 90	Solid Wrought...23 & 23½c per lb.	Carpet. Per doz. No. 7 Tinned Spring Wire. \$1 10 No. 8 Spring Wire Cop- pered ..... 1 50 No. 9 Preston..... 1 75	<b>BLADES, SAW.</b>
<b>BAR SOLDER.</b>	<b>ASBESTOS.</b>	Egg. Per doz. No. 50 Imp. Dover.....\$1 10 No. 102 " Tinned 1 35 No. 150 " hotel 2 10 No. 10 Heavy hotel tinned 2 10 No. 12 " " 3 30 No. 15 " " 3 60 No. 18 " " 4 50	Wood. Dinastin 30-in. Nos. .....6 66 38 \$9 45 \$10 65 \$9 45
Warranted, 50-50.....per 100 lbs. \$23 00	Paper up to 1/16.....10c per lb. Millboard 3/32 to ¼ ..10½c per lb. Corrugated Paper (250 sq. ft.).....\$6.50 per 100 lbs.	Hand. 8 9 10 12 Per doz.\$11 50 13 00 14 75 18 00	<b>BLOCKS.</b>
Commercial, 45x55.....per 100 lbs. 21 50	Rollboard .....11c per lb.	Moulders'. 12-inch .....Per doz. 20 00	Wooden .....30% Patent .....30%
Plumbers'....per 100 lbs. 20 25		<b>BELLS.</b>	<b>BOARDS.</b>
<b>ZINC.</b>	<b>AUGERS.</b>	Call. 3-inch Nickeled Rotary Bell, Bronzed base...per doz. \$5 50	Steve. Per doz. 24x24 .....\$18 65 28x26 ..... 16 05 28x28 ..... 18 85 30x30 ..... 21 20 32x32 ..... 26 50 36x36 ..... 30 50
In Slabs.....\$5 45	Boring Machine....40 @40&10%	Cow. Kentucky .....30%	Wash. No. 760, Banner Globe (single) .....per doz. \$5 25
<b> SHEET ZINC.</b>	Carpenter's Nut.....50%	Door. Per doz. New Departure Automatic \$7 50	No. 652, Banner Globe (single) .....per doz. \$7 75
Cask lots.....13c Less than cask lots....13½-13¾c	Hollow. Bonney's.....per doz. \$30 00	Rotary. 3 -in. Old Copper Bell... 6 00 3 -in. Old Copper Bell, fancy ..... 8 00 3 -in. Nickeled Steel Bell 6 00 3½-in. Nickeled Steel Bell 6 50	No. 801, Brass King, per doz. \$2 25
<b>COPPER.</b>	Post Hole. Iwan's Post Hole and Well...30% Vaughan's, 4 to 9 in. .....per doz. \$14 00	Hand. Hand Bell polished List plus 15% White Metal..... 15% Nickel Plated.... " 5% Swiss ..... 10%	No. 860, Single—Plain Pump ..... 6 25
Copper Sheet, mill base...\$0 20½	Ship. Ford's .....Net	Miscellaneous. Church and School, steel alloys .....30%	<b>BOLTS.</b>
<b>LEAD.</b>	Brad. No. 3 Handled...per doz. \$0 65 No. 1050 Handled " 1 40 Patent asst'd, 1 to 4 " 85	Farm, lbs. 40 50 75 100 Each ...\$3 00 3 75 5 50 7 25	Carriage, Machine, etc. Carriage, cut thread, ¼x6 and sizes smaller and shorter .....50 & 5% Carriage sizes larger and longer than ¼x6.....50% Machine, ¼x4 and sizes smaller and shorter.....60% Machine, sizes larger and longer than ¼x4...50 & 10% Stove .....70% Tire .....50 & 10%
Full coils....per 100 lbs. \$8 25 Cut coils....per 100 lbs. 8 50	Harness. Common ..... " 1 05 Patent ..... " 1 00		<b>MORTISE, DOOR.</b>
<b>TIN.</b>	Peg. Shouldered ..... " 1 60 Patented ..... " 75		Gem, Iron.....5% Gem, bronze plated.....5%
Pig tin .....36 ¼c Bar tin .....38 ¼c			